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THE Publishers' Weekly

The American Book Trade Journal

VOL. CXXIV SEPTEMBER 23, 1933 NO. 13

WHAT WE ARE & WHY

by Laurence H. Mayers, M.D. and Arthur D. Welton

A charming child and girl grown into a hopeless moron, because of abnormal endocrine secretions caused by so called unimportant diseases in childhood.

AN epochal book on the most dramatic of all subjects—human behavior—written in a fascinating style that everyone can understand. An explanation of why we are fat, or tall, or thin; active, or indolent; over-sexed, or under-sexed; generous, or miserly; vain, or modest. A popular book on the endocrine glands whose secretions make character as well as physique. The result of mumps or measles, or other frequently called "unimportant" children's diseases. With over eighty illustrations, photographs of cases taken over a period of 25 years by Dr. Mayers, showing the gradual disintegration of character and physique. **Why chorus girls are chorus girls; Why politicians strut and orate; Why some people have no children; Why there are giants and dwarfs; Why old maids never marry; Why saints are saints; Why criminals are criminals.** An extraordinary book for all of us, as well as for doctors and lawyers, criminologists and psychologists, teachers, editors, ministers, etc. Endocrinology is taught now in every high school to impress upon young people the necessity for care in all of the common diseases of childhood. We used to say "know thyself"! Now the slogan is "know thy endocrines"!

Only suited to a circus. A normal child grown into an eight-foot man, because of a case of mumps in his youth.

Sears Publishing Company
381 Fourth Ave., N.Y.

SEARS

Oct. 26 $3.00

ENTERTAINING THE ISLANDERS

Don Gordon gave it A·A·A·

Here's what the first reviewers say . . .

"A gay modern novel in which three people talk more frankly than people of their class are wont to talk in novels and in which true love triumphs in an unconventional fashion."
—*Fanny Butcher in The Chicago Tribune.*

"To those really caring for social issues he is the most stimulating young American novelist . . . his finest achievement to date. . . . All considered, 'Entertaining the Islanders' is the most striking novel of the young autumn season."
—*Sidney Williams in The Philadelphia Inquirer.*

"This is a brilliant book. The lines are packed with scintillating, witty, pertinent words and the action moves on swiftly and dramatically . . . a remarkable story of contemporary American life."
—*The Chicago Journal of Commerce.*

Entertaining the Islanders

by

Struthers Burt

author of "Festival" and other best sellers

Charles Scribner's Sons $2.50

ENTERTAINING THE ISLANDERS

THE PUBLISHERS' WEEKLY, Publication Office, 19th & Federal Sts., Camden, N. J. Editorial and General Offices, 62 W. 45th St., New York City. Subscriptions $5; Canada $7.50; Foreign $6; 15c a copy. Entered as second-class matter at the Post Office at Camden, N. J. Copyright 1933 by R. R. Bowker Co. London, D. H. Bond, 407 Bank Chambers, Chancery Lane.

Do you remember?

PETER WHIFFLE
SOUTH WIND
ANTIC HAY

HERE is a novel with the strange flavor of all of these, but utterly unlike anything else in print.

THE FLUTTER OF AN EYELID

by MYRON BRINIG

A startling book . . . furious, magnificent, outrageously beautiful . . . it is a masterpiece of exotic fiction by the same hand that wrote *Singermann*.

Read what critics are saying about it:

"One of the most remarkable tales that we have read."—*Minneapolis Tribune.*

"It is a cockeyed book; mad, repellant, weird and perverse, provocative, sometimes brilliant, many times beautiful, always exciting." — *N. Y. Herald Tribune.*

"Bold, erotic, and fantastic."—*N. Y. Times.*

"Clever, satiric and brilliant." — *Paul Jordan-Smith.*

Illustrated by
LYND WARD

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September 25th
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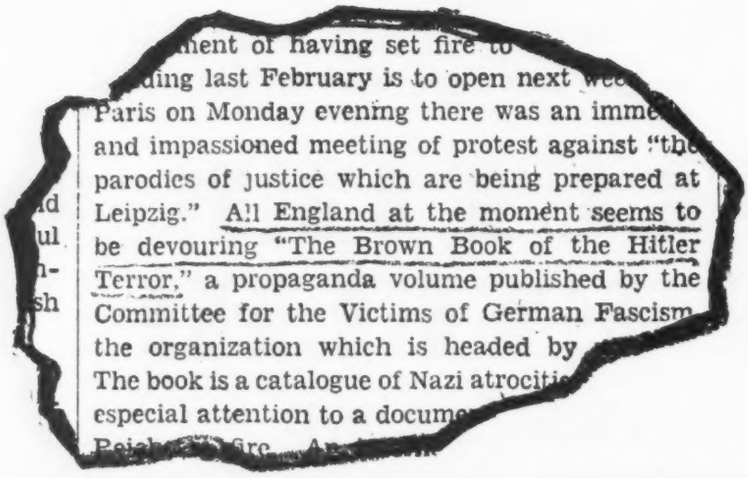
The book *you have been reading about in editorials and cable dispatches in newspapers everywhere!*


nent of having set fire to
ding last February is to open next wee
Paris on Monday evening there was an imme
and impassioned meeting of protest against "th
parodies of justice which are being prepared at
Leipzig." All England at the moment seems to
be devouring "The Brown Book of the Hitler
Terror," a propaganda volume published by the
Committee for the Victims of German Fascism
the organization which is headed by
The book is a catalogue of Nazi atrociti
especial attention to a docum

Reproduced from an editorial in the New York Herald Tribune for September 14th

THE BROWN BOOK OF THE HITLER TERROR

Prepared by the
World Committee for the Victims of German Fascism

The first documented report on the rise to power of Hitler, on what the Hitler government has done since assuming office, and on what Hitlerism stands for. Here is the truth about the pogroms and political murders, the Reichstag fire, the notorious concentration camps, and the destruction of culture. An amazing, important and sensational book. 380 *pages,* 20 *photographs.* $2.50

NOTE: This book is being rushed through the press for publication on Sept. 29th. Send your orders in at once. Wire collect.

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10/11

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Oliver La Farge

10/25

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The story of a Chicago family by the author of "Years of Grace"

Margaret Ayer Barnes

11/1

Letters of Grover Cleveland

Edited by the Pulitzer Prize Biographer of Cleveland

Allan Nevins

11/8

Poems 1924-1933

Includes a notable group of new poems. By the author of "Conquistador"

Archibald MacLeish

HE SAW—God dressed in shorts; people eating grass; a pigsty in a hospital

The sleek Lincolns, the luxury of a Louis XIV suite at the smart Metropole in Moscow, the excellent food served to visitors couldn't fool Carveth Wells, that lynx-eyed world traveler, when he arrived in Russia.

The elevator was KAPOOT, Russian for "on the blink"; the bathroom was KAPOOT, and the very roubles were KAPOOT. Mr. Wells became suspicious and determined to cut loose from the spoon-fed tourists of his group and see the land of the Soviets for himself.

This book tells of what he saw. It is a strange story, and a grim one in spots; but rich in adventures and entertaining always, characterized by that dry humor and sense for curious facts which have placed Carveth Wells in a class by himself, and which lift this book to a like position among all recent reports on Russia.

Here IS Soviet Russia, as only a veteran traveler, trained by experience to see realities, could possibly write of it.

DO YOU KNOW THAT IN RUSSIA TO-DAY—

You can see God dressed in shorts.
Marriage as we understand it doesn't exist; and abortion is free.
Members of the Communist Party correspond to Aristocrats.
A short ride in a taxi will cost you $20.
There is a pigsty in the hospital at Vladikavkaz.
The drug shortage is so acute that they often operate without anaesthetics.
Russians regard Americans as the biggest suckers in the world.
There is a tribe in the Caucasus which still wears Crusaders' armor.
Russian children are encouraged to spy on their parents.
You will be arrested if you photograph a train.
If you lose your Government meal ticket and lose your job, you starve to death.
Russia has no use for old people.
The head of Lenin in the Kremlin is empty.

KAPOOT

CARVETH WELLS

Publication Sept. 27—$2.50

ROBERT M. McBRIDE & COMPANY 4 West 16th St. NEW YORK

In Canada, George J. McLeod, Limited, Toronto

from THE INNER SANCTUM *of* SIMON *and* SCHUSTER

Publishers* · 386 Fourth Avenue · *New York

Miscellany: Banker's Gold is a flop to date. . . . *Van Loon's Geography*, a year after publication, averages 300 copies a week. The total sale in America to date (including Book of the Month Club) is 142,503. . . . A new advertising campaign will shortly be launched in the hope of doubling the weekly totals. . . . JOHN COWPER POWYS' novel, *Weymouth Sands*, has been postponed to Spring. He is putting the finishing touches on it now, and at the same time is beginning a book of memoirs. . . . We recently ran small copy to the effect that *The First World War* was first on the non-fiction list of best sellers. It ran in The New York *Times* on a Monday when the best seller lists from the country appeared. *The First World War* was not first on the lists, and the advertising department spent the afternoon in a de-blushing parlor. . . . This is the time of the year when the vests come out of the closets, and we resent it. . . . Now that the dollar edition copies of *The Story of Philosophy* are practically all cleared out of the bookstores, the new edition is beginning to move. . . . The response to the ad on the new PITKIN book *More Power to You!* that appeared here a couple of weeks ago was colossal (Louis Greene take note). Practically everyone requesting an advance copy at 50% pledged himself to cut out the after breakfast cigarette. The real joker however lies in the fact that *Your Correspondent* read proof of the ad, found it so convincing that he hasn't touched a cigarette since. This is not a gag. It's true! . . . HORACE LIVERIGHT'S autobiography, *Turbulent Years*, will be *Essandessed* in the Spring. *Y. C.'s* first job in publishing was with *Boni and Liveright*. Publication of the boss's book is fun. . . . *Johnny Round the World* may break the *Essandess juvenile jinx*. . . .

One of the pleasantest recent experiences of the *Inner Sanctum* was a trip over to the *Victor* Phonograph recording laboratories. A record was made of a song that is included (the song not the record) in OGDEN NASH'S forthcoming book of poems, *Happy Days*. This particular record is *The Ballad for Prosperous Love Children*, it is sung by four prominent soandsos, and is to be played on your phonograph the evening aunt and uncle have gone out to the movies. These records are not for sale commercially, but we will send one to any bookseller who wants one at cost: $1.75. In ordering it we must have your word on the order form that it is for you personally and under no conditions is to be offered for resale.

Who is this guy? A copy of Snap Judgment *goes to the first 5 booksellers who correctly identify him.*

Snap Judgment Day is at hand. September 25th, to be exact. On that day we publish a new opus by JEROME MEYER. Opus is right. It's not a book. Like *Mental Whoopee*, it's a box. And much better than Mental Whoopee.

Neither rain nor snow, nor sirocco, nor tropical hurricane has ever kept *The Inner Sanctum* from the swift publication of any new pastime which might come to the aid of the hard-pressed American Hostess or the sore-beset American Guest. In that spirit *The Inner Sanctum* brought out the original *Cross Word Puzzle Books*, *Mental Whoopee*, the harlequinades of EDDIE CANTOR and JOE COOK, *The Anagram Book*, *Fun in Bed* and now the latest answer to "Came the Yawn!"—a dollar's worth of pictures, arranged in game form for Snap Judgment.

There are fifteen separate games in the box, each containing a series of from ten to twenty-five un-captioned photographs. The trick is to identify as many of the photographs as you can in a given period of time. You will find pictures of the mighty and the famous, the forgotten men of yesteryear, the heroes, rogues, the mountebanks, the virtuosi, the philosophers, and the titans, and to spot them and group them against time and against your fellows will put time on wings until the milkman comes.

Details about *Snap Judgment*: It comes in a box measuring 7x10x3. Each box contains 8 enormous sheets of photographs, printed on both sides (in offset, and a mighty fine printing job, thanks to old *Bill Walling* of *Mortimer Walling*). It takes a party about 5 or 6 hours to go through the photographs. Price is $1.00. The "authors" are HERBERT MARKS and JEROME MEYER, the same virtuosi who did *Mind Your P's and Q's* and *Mental Whoopee*. —ESSANDESS

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THE HOUSE OF EXILE By NORA WALN $3.00	Sale to Sept. 1 26,901 August Sale 3045 Eleventh Printing
HEAVY WEATHER By P. G. WODEHOUSE $2.00	Sale to Sept. 15 10,549
MUTINY ON THE BOUNTY By CHARLES NORDHOFF and JAMES NORMAN HALL $2.50	1933 Sale 13,652 Total Bookstore Sale 36,339 Sixth Printing
1933 Edition THE BOSTON COOKING-SCHOOL COOK BOOK By FANNIE MERRITT FARMER $2.50	Published July 28 Sale to Sept. 15 12,738
The Atlantic $5000 Prize Book POOR SPLENDID WINGS By FRANCES WINWAR $3.50	Just Published Third Large Printing Before Publication
WAR MEMOIRS OF DAVID LLOYD GEORGE VOLUME I $4.00	Coming on October 6th

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Readers of I, JAMES LEWIS will remember its exciting and turbule Broadw beauty. Now, illumined by wit and understanding, Gilbert W. Gabr whom N passes a great city before you in review—Wall Street, Park Aven compar

ISA GLENN 'R A

She has never written a more delightfully readable and definite banker saleable novel than this story of what happened to a staid Americ "Transp

PAUL CA "

The hardest, toughest, fastest manuscript we have ever published. N ovel o a detective story, not a mystery, not a gang story, but a new kind a newco

VINCENT SH

You can't control the Tide. It's a mysterious force, beyond understan Was he ing. It swept a strange holy man out of the East into hard-boil astonish New York, made a brief dramatic splash of color in the city's ne Oct. 11

OLEDAY, DORAN . . .

BRIEL "GREAT FORTUNE"

bule Broadway. Of our times, and for them, it will be read by everyone to
Gabr whom New York is a known name. Not since "24 Hours" has a novel
ven comparable to GREAT FORTUNE appeared. Oct. 25—$2.50

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ind a newcomer who will be heard from. Oct. 25—$2

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stan Was he real, or was he a fake? His story is brilliantly readable, as
boil astonishing as life itself. It's sensational. It will cause a stir.
ne Oct. 11—$2

DOUBLEDAY, DORAN

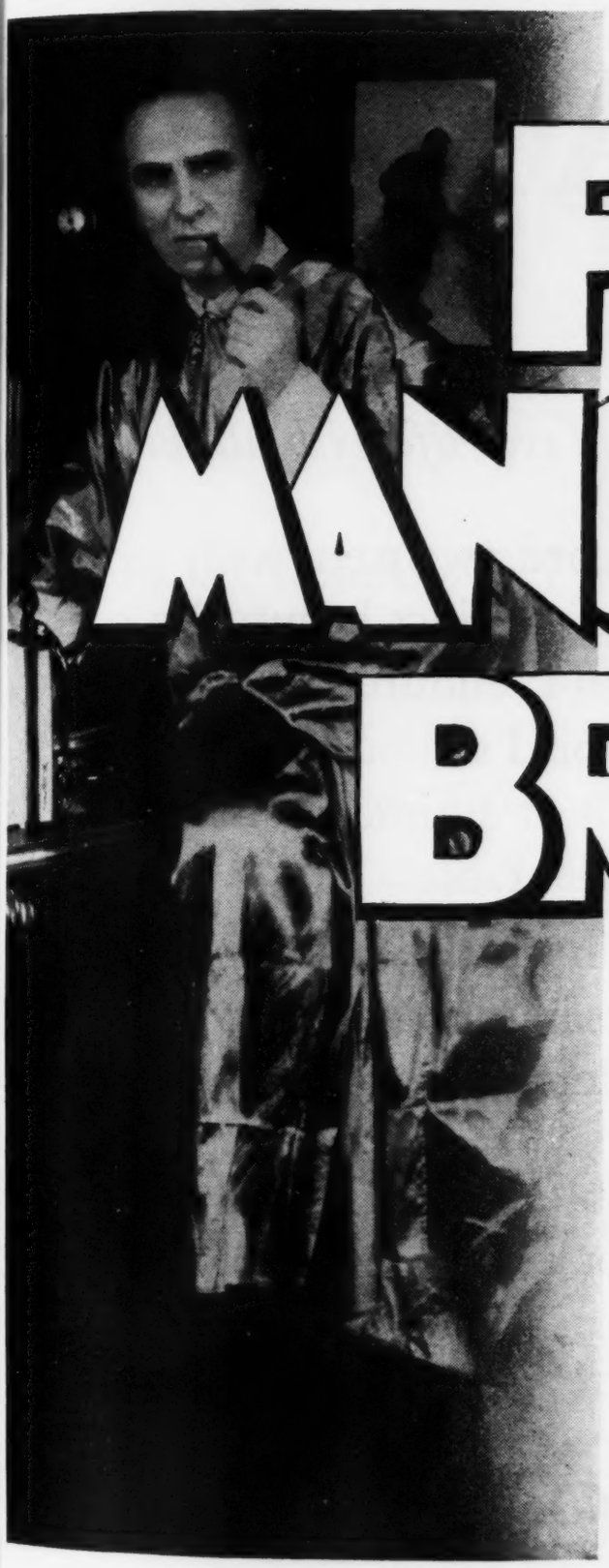
THE MYSTERIES of Q. PATRICK (himself somewhat of a mystery since his publishers have never seen him) have a triple appeal. 1. *They're perfectly constructed puzzlers.* You can't guess the solution in advance, and you don't feel cheated when you find out. 2. *They're exciting.* Each one is a blood chiller, packed full of thrills and humor. 3. *They're good novels* . . . well written, peopled with interesting and lifelike characters. His latest mystery, S.S. MURDER, is his very best. It will be published *September 28th at $2.00.* FARRAR & RINEHART, 9 East 41st Street, New York

S. S. MURDER

by Q. PATRICK

Author of MURDER AT CAMBRIDGE, COTTAGE SINISTER, etc.

The new novel about the greatest villain in fiction will be ready October 25th..



FU MANCHU'S BRIDE

by SAX ROHMER

More sinister, more terrifying than ever, Fu Manchu sweeps relentlessly through the thrilling pages of this new novel — the big shot in sales and rentals among fall mysteries — one book of which you'll want to be sure of your stock. Remember that every one of your customers, whether or not a mystery fan, is a potential Sax Rohmer customer. *Published October 25th.* $2

THE CRIME CLUB, INC., Garden City, N. Y.

To the trade: ON OCTOBER 10th we shall publish
appeal to every reading taste, which

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It is a *personal* record, written with great insight, courage and distinct beauty by one of those who in 1914, endured, the experience of having a world swept from beneath their feet—and this at a time of life when they were most vulnerable.

The story is rich in color, swift in movement, and eager in its depiction of friendship, love and understanding.

[*"It was my first impulse to write that* TESTAMENT OF YOUTH *is the loveliest book of its kind I know. But really, it is* THE ONLY BOOK OF ITS KIND *I know.*
—SARAH GERTRUDE MILLIN]

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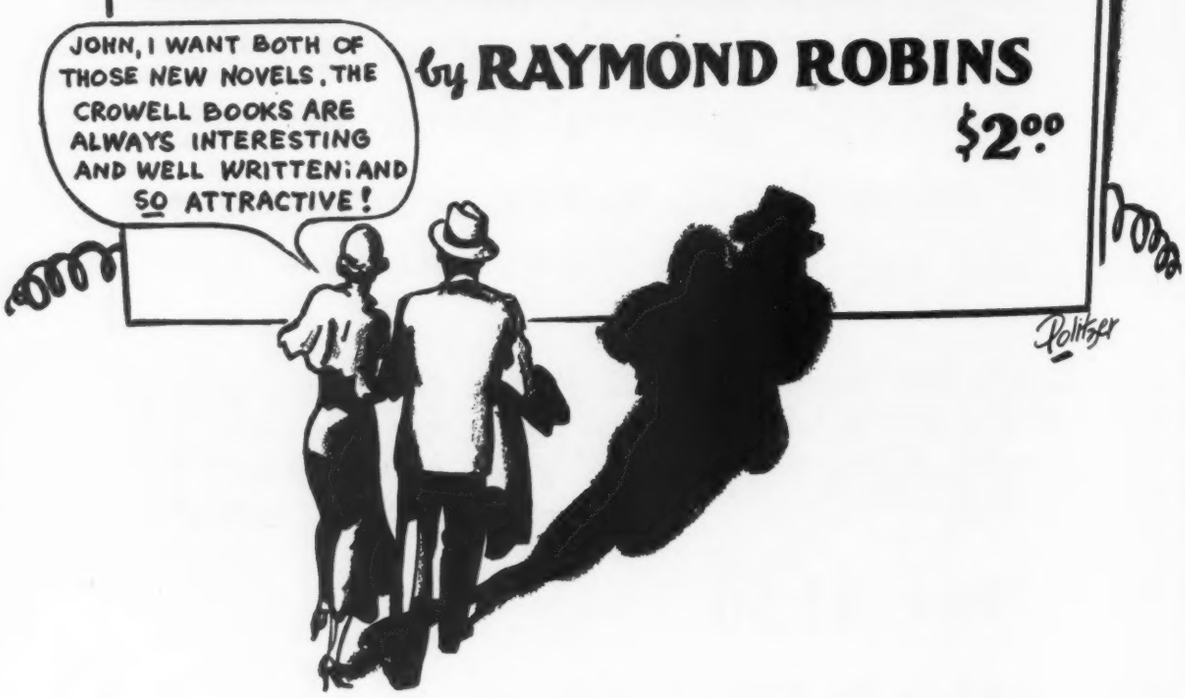


SHE WANTED MEN TO LIKE HER IN THE RIGHT WAY . . .

Claire was a virgin from Brooklyn who left her folks to become an artist. Her great problem was that she couldn't seem to attract the right kind of man. After strenuous practice she learned to drawl, "My dear, how amusing!" or "Darling, isn't it too precious?" or "Do drop in some afternoon for a cup of tea —or even a cocktail." But the right man remained elusive and the wrong men were unimpressed.

HOT SUMMER is the story of Claire and Wilfred and Daisy, who lived in Mr. Montello's house on West 12th Street, and what happened to them during one hot summer. It is a simple, realistic love story that will remind you of Frank Swinnerton's *Nocturne* and Viña Delmar's *Bad Girl*. It is an exquisite job of writing and has great sales appeal. The author is editor of *The Delineator*.

Coming October 5th. $2.

HOT SUMMER

by OSCAR GRAEVE

FARRAR & RINEHART, 9 EAST 41st STREET, N. Y.
480 University Avenue, Toronto

Whadyamean "no brass band" Mr. Rascoe? Look at this.

42 Stuyvesant Avenue,
Larchmont, New York.

Dear Max:

Say! What the hell? What the hell? Where's your brass band? Where's your banners to sweep out from the windows in Fifth Avenue? Where's your confetti?

Don't you know you've got a mighty swell book in "Worth Remembering"? I am sure you do know it, but don't keep it a secret. Publishers sometimes like a book they have published so well that they don't want anybody to hear about it. I am going to tell as many people as I can that Longmans, Green & Co. have got a book that is not only a pippin but will make them re-live their childhood—which is a very happy occupation these days when other occupations are so scarce.

Yours,

Burton Rascoe

If there's a sure-fire sel
by a powerful pro
recommend. . . .

$2
Oct.
25

RHYS JAMES' BIG HIT

WOR

REMEMBE

LONGMANS, GREEN & CO. ~ NEW YOR

ill have to go back to ***Huckleberry Finn, The cent Voyage, Uncle Remus,*** and other classics ything comparable to this hilarious tale of three children galloping through life.

onse from those who have read it in advance is in- n the quotations at the right. Any bookseller to join the band can become a member merely by he copy of the book which will be sent on request. *mand* Burton Rascoe's baton!

-fire sel lists, this is IT. To be backed ul pro aign. Order; read; display; . . .

RTH
EING

OR ~ TORONTO

They are all beating the drum for the year's SWELLEST BOOK!!!

JULIA PETERKIN: "It makes me bitterly homesick for my own childhood."

FAITH BALDWIN: "That's the swellest book . . . the sky's the limit."

ROBERT NATHAN: "I have been sitting at home all day whooping with joy. It's a classic."

MAY LAMBERTON BECKER: *"Worth Remembering* is the funniest thing that's happened in years. It's *perfect!"*

HARRIET ANDERSON: of the Channel Bookshop: "Very delightful . . . very entertaining."

ALICE HEGAN RICE: "Only one who has had a Negro mammy and a Southern childhood can know how funny it is."

ELLIS PARKER BUTLER: "Ought to put more catch words into circulation than any book printed since Ben Franklin's almanac."

RICHARD G. MONTGOMERY: "No fooling, this book is a real tonic."

WILLIAM H. WELLS: "Everyone that likes *The Wouldbegoods,* or *Peck's Bad Boy,* or *Miss Minerva and William Green Hill,* is going to have the time of his life with this book."

BY THE AUTHOR OF "DIARY OF

Publishers

COMING
OCT. 6
$2.50

Gay LIFE

A SPIRITED NEW NOVEL OF LADIES AND GENTLEMEN IN HOT PURSUIT OF PLEASURE ON THE RIVIERA, BY

E. M. DELAFIELD

A PROVINCIAL LADY", "JILL", ETC.

HARPER & BROTHERS, NEW YORK

FLUSH

A BIOGRAPHY OF ELIZABETH BARRETT BROWNING'S SPANIEL

BY VIRGINIA WOOLF

An unsolicited letter from Ellen Glasgow: "Do you realize that Virginia Woolf's FLUSH is a masterpiece, one of those rare books that are born to be classics? . . . This biography has moved me even more deeply than I was moved by TO THE LIGHTHOUSE, the most beautiful novel written in our time." $2.00

COMING OCTOBER 5

VIRGINIA WOOLF'S

most popular book

THAMES WILLIAMSON'S

most popular novel

These are the dual selection of the Book-of-the-Month Club for October

THE WOODS COLT

BY THAMES WILLIAMSON

"So thrillingly American," writes CHRISTOPHER MORLEY *of this novel of the Ozark hills*

"Kinda wild and bred in the hills, and devil-be-damned"—that's Clint Morgan, the woods colt, hero of this romantic story of Arkansas, illustrated with 18 woodcuts by Raymond Bishop. $2.00

HARCOURT, BRACE AND COMPANY

383 Madison Ave., N. Y.

THE PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

SEPTEMBER 23, 1933

Encourage Collecting

Renewed Purchasing Interest May Be Attained Through Selling Customers the Idea of Book Collecting

PAUL JOHNSTON

IT IS APPARENT TO THE READER of the late issues of the *Publishers' Weekly* that one of the difficulties that the bookseller faces today is caused by the increasing patronage of the lending libraries and the consequent slackening up of sales of new books. I am perhaps the youngest novice of bookselling, but from my slight experience backed by considerable observation I have learned that it seems to be true that the successful bookseller must be a book *seller,* not merely a dealer in books. And it seems that if booksellers are now to renew purchasing interest in new books, either of fiction or of nonfiction, they must *sell* people on the idea of book collecting.

The average dealer in new books probably pictures the book collector as a white-haired antiquarian who haunts the stalls and musty second-hand bookstores—or as an eminently successful business man who buys only expensive rarities. There are these types of collectors, but there are many others also. There are literary amateurs who are interested in all things pertaining to authors, literary groups, or books. There are collectors of modern first editions who are becoming more and more keen on discovering authors and collecting their books as they are published. There are people interested in book history, exploration, typography, or horses. And for every person known to collect along certain lines I dare say there are a hundred who could be led to do so—to their greater enjoyment of books and to the greater profit of booksellers. I believe that it would be easier than many booksellers imagine to create new book collectors in every community.

Every bookseller knows that his customers consist of people who casually enter his shop and buy, or are sold a book or two, and others who frequent his shop and whom he comes to know as customers. The latter group is the one that might be led to book collecting. It is difficult for the average bookshop customer to keep up with all that is going on in publishing and he comes to rely upon the bookseller to keep him informed and to offer him books that may interest or appeal to him. And even the casual buyer may take away more books than he expected to buy if the bookseller can but sense his interests and follow them.

It seems that it is up to the bookseller to make his customers interested in *owning* books and in doing this he is automatically leading them to book collecting. It is flattering to be considered a collector and the gentlest of hints that the bookseller drops might easily start a person on the way. It is easy enough, and apparently casual, to mention that a customer is getting a first edition of a book, when he is doing so. And even if he knows nothing of first editions it may arouse his curiosity. It is not difficult to follow a customer's line of interest, once it is discovered, and to play up to the idea that he is *collecting* along that line. His attention may be drawn to every new book on his subject as it appears. If he is only interested in the work of a certain novelist, it

is possible to secure an advance order by letting him know when the next book by his favorite is to appear and assuring him that an early order will secure a first edition of the book.

Another way to encourage collecting is to push books of literary biography and history, bibliography, typography, on book collecting, and similar subjects. The purchase of fine reprints of standard or classic works may easily lead to collecting, or, on the other hand, a collector who has a prime first edition of some old classic which he would open only in a cloistered room and with gloved hands might gladly buy a good reprint of the same text to read, or reread. The bookseller can help to circulate the publications that promote book collecting: *The Colophon,* which is perhaps the best known, *The Book Collector's Quarterly* (published in England), *The American Book Collector, The Book Collector's Note Sheet, The Collector's Journal* (all American), *Philobiblon* (Austrian), and *The Book Collector's Packet.* None of these publications have, as far as I know, had the support they deserve from booksellers. Yet every subscriber to them is constantly reminded of literature, more interested in books, in book collecting, book owning, and book buying.

I have encountered a great deal of jealousy among booksellers. The dealer in rare books is often especially careful to guard his "clients," many of whom he attempts to hold as his own, and to monopolize, he imagines, and secure all of his orders. It is true that clients may be won over after a long period of fair dealing and that they will eventually buy most of their books through one dealer. But I cannot believe that these people never hear from another bookseller, never receive his catalogs, never read about him, never see his advertisements, never buy from him. I am afraid also that booksellers who deal in new books mainly or solely feel that they should not bother to promote book collecting since the collectors will only turn to the rare book dealers. The whole idea seems silly to me and it denotes a lack of cooperation that should not exist. I am positive that there are no better prospects than book collectors for the sale of new books as well as old, and that booksellers in every branch of the trade will find business increasing in proportion to the support and encouragement that every bookseller gives to book collecting.

Bookselling in Three Centuries

Bridgman & Lyman in Northampton, Mass., Have Been in Business 136 Years in the Same Location

DORIS PATEE

BOOKSELLING ONE HUNDRED AND THIRTY-SIX years in the same location is the record held by Bridgman and Lyman, in Northampton, Massachusetts, a proud business heritage! Mr. Lyman says it is a unique record.

What a long record of the book business has been written since Simeon Butler opened his store on Shop Row in January, 1797. Then there was no telephone or telegraph, not even railroads, to speed up book orders. Books from New York were carried up the Connecticut river to Hartford, and then by team to Northampton. Smith College had not been thought of, and Northampton was known, not as an important college town and the home of Calvin Coolidge, but as the shopping center for a fertile farming valley. The friendly atmosphere of the store and the fact that there were two convenient sturdy hitching posts in front, made the bookstore a meeting place for all who came to town. Bundles and children were parked there and collected later for the return trip.

This store was opened by Simeon Butler, Northampton's third postmaster and conducted under his name for many years. His son J. Hunt Butler succeeded him and ran the business alone until 1847 when he took in S. E. Bridgman who was connected with the firm for sixty years. The store was operated under the names Hopkins, Bridgman & Co., Bridgman & Co., Bridgman & Childs, S. E. Bridgman & Co., and then finally Bridgman & Lyman. Although the

It's a far cry from the shop opened at this location in 1797 by Simeon Butler to the modern two-story establishment shown above

Bridgman family is still connected with the firm, Clifford H. Lyman has been the proprietor now for many years. He entered the employ of the store in 1882 at the salary of $250 a year, and for over fifty years has made the shop and its development his first concern. Mr. Lyman is everywhere known in the city and actively interested in all civic, church and philanthropic affairs, and his valuable contacts have contributed no small part to the steady growth of the business.

In the early days of the store, it was also a flourishing bindery and publishing house. Thousands of volumes were issued under this imprint,—among them Heeren's "Modern History," Hitchcock's "Life of Mary Lyon," and all the works of the Reverend John Todd. As a Sabbath School Depository, it distributed many manuals and Bibles. In addition to books, stationery, wall paper and picture framing were sold.

The old "main-street" exterior appearance of the store has not been materially changed during all these years, but inside it has been transformed and equipped in line with modern and attractive display and the store is now a two-story establishment.

The two large display windows faced with leaded glass and the outdoor bookstalls of second-hand books constantly attract the passer-by. Just inside the door there is a comfortable chair and table where customers may sit and await their friends and look over the books. Down through the center of the store runs a long counter where the college girls are served their wares. The store does a large local textbook business, and during the fall months the main aisle is the scene of tremendous activity. The rest of the floor is given over to general book stock and fine stationery, with a small office space at the rear. Upstairs are children's books, art materials, and office supplies. In front on the second floor is a spacious browsing alcove where customers can look over books undisturbed or discuss their book selection problems with the well-informed clerks.

One always finds not only the outstanding new books of all kinds here in this up-to-date bookshop, but also a generous stock of standard works and solid book fare, on which this store has built its long and reputable history.

It is a wide span of years from the days of Simeon Butler's little store to Bridgman & Lyman's today, but the store still fills the same place in the community life and offers the same reliable service as in the early days.

Window Lights

A Department Devoted to Advance Information on Window Display Material and Practical Hints on Window Designing

ALFRED VAN AMEYDEN VAN DUYM

WINDOW LOG PART 2

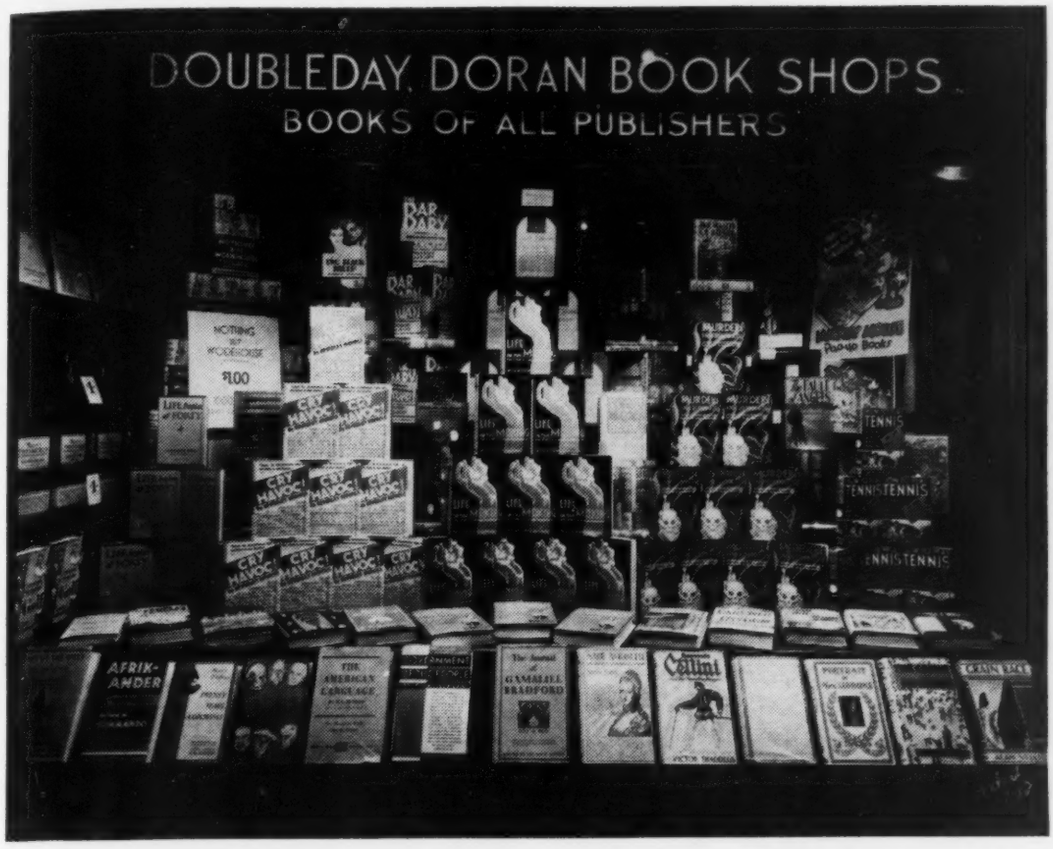
Smaller Windows

THE PROBLEM which presents itself when one discusses half a dozen actual windows arranged at almost the same time, that is, with only a few weeks intervening, is that there is apt to be considerable duplication in the books shown in the various windows. But all these windows do not show the same results. For instance in one of our shops the dollar edition of "Roget's Thesaurus" sold 270 copies in 2 weeks while in another neighborhood with almost as large a display of the book not one-tenth that number were sold during the same period.

Shop windows as well as people have their personality and in New York City for instance one could not mistake a Dutton window for a Doubleday window nor a Brentano for a Putnam window. If such a thing were possible it would be amusing to lend window designers to different firms, establish exchanges between them, much as students used to be exchanged between different countries. Of course I am only talking theoretically, but at some time when business has improved vastly over what it is at present it might be feasible.

I will first describe the Grand Central Shop window which is 4 feet deep by 5 feet high and 8½ feet wide. This window is right next to the entrance to the shop and has a small ledge next to the door. On this ledge are single copies of "The Investor Pays" and "Tertium Organum." Along the ledge facing front are single copies of the following books: "Grain Race," "The Crime of Cuba," "Portrait of Mrs. Siddons," "Men and Women of the French Revolution," Victor Thaddeus' "Benvenuto Cellini," "Marie Antoinette," "The Journal of Gamaliel Bradford," "Government of the People," "The American Language," "The Mirrors of Wall Street," "Twenty Years A-Growing," "Wild Bill and His Era," "Out of the West." In the next row lying flat: "On Reading Shakespeare," "The People's Choice," "The Arches of the Years," "Edward VII." In the center of this row, fanwise, 3 copies of "The Story of Childbirth," then lying flat again, "Fishes," "Farewell to Reform," "Down and Out in Paris and London," "Cities of Sin," and "Franklin D. Roosevelt, Man of Action"; in the next row as you will be able to see from the accompanying photograph: 6 "Life Begins at Forty," 10 "Cry Havoc," 10 "Life in the Making" (which, by the way, has one of the most superb jackets of the year), 10 "Murder in Trinidad" (another stunning jacket), 6 "How to Play Tennis." In one corner of the window at the top, 10 copies of "Nothing but Wodehouse," with poster indicating the dollar price. Peeping out between are pyramids of 6 "Entertaining the Islanders," 6 "Dark Hazard," 6 "Seeds of Revolt," 6 "The Fault of Angels" and in the other top corner of the window 4 copies of "Mickey Mouse" with poster on top; in the back, the elevation being attained by help of some wooden blocks and a narrow shelf, there are 6 "Two Black Sheep," 6 "The Barbary Coast," 6 "Casanova" (specially priced and therefore holding the dominant position,) 6 "The Autobiography of Alice B. Toklas," 6 "The Master of Jalna," 7 "Presenting Lily Mars."

The next window is in the Sunwise Turn Book Shop, which is situated in the Yale Club building. Part of the window is almost flat against a pillar and has some racks for books. This space is 2 feet wide, the full width of the window is 7½ feet, by 5 high and 3 deep. The entrance door isn't flush with the front, so the window has glass on two sides and there is a side ledge. The part against the pillar in the window offers the

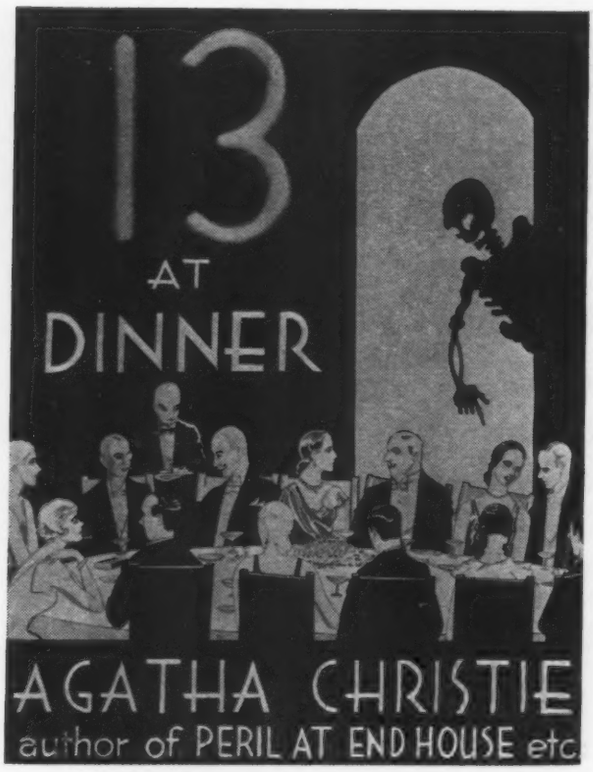


One of Mr. Van Duym's recent window displays showing the design obtained through mass effects. The jackets of these books lend themselves especially well to this type of display

greatest difficulty, and posters are there shown to the best effect, so I put the very attractive "The Master of Jalna" poster there flanked on either side by two copies of the book. Above that I put the equally attractive poster of "The Farm" with two copies of the book and 2 of "Night Over Fitch's Pond" and over that again 4 copies in a row of "Dark Hazard. The single copies on the ledge of the window proper are: "Trial by Prejudice," "The Arches of the Years," "The House of Exile," "Life in the Making," "The Story of Childbirth," "Watching the World Go By," "The Crime of Cuba," "Marie Antoinette," "British Agent." First row flat the following: "Government of the People," "Old Gimlet Eye," "A New Way to Better Golf," "Cut Your Score," "Learning to Sail," "How to Play Tennis," "The Barbary Coast," "England's Elizabeth," standing up like this:

CRY HAVOC CRY HAVOC
—THE HORROR OF IT—
CRY HAVOC

repeating the same scheme on the other side and in the center, on "The First World War" opened up at double spread with another copy of the same book closed on top of it. Then in between 3 "The Shape of Things," 3 "Anthony Adverse," 3 "The Fault of Angels," 3 *Traveler's Library*, 3 "Wonder Hero," 3 "Two Black Sheep." Above these and fanwise in stacks of three, two, and one, 6 "Presenting Lily Mars," 6 "Murder in Trinidad," 6 "The Paradine Case." The height is attained with the help of three blocks. Against the pillar on the one side of the window are racks, on the bottom rack single copies of the following books: "French Summer," "An American Hero," "Heavy Weather," "Three Roads from Paradise," "Jeremiah and the Princess." On the next rack 2 "On Reading Shakespeare," one "Shakespeare and Hawaii," and again 2 "On Reading Shakespeare." Top rack, the N.R.A. sign flanked by two dollar "Roget's Thesaurus." On the side ledge next to the door: "Peacemaking," "Cecil Rhodes," "The Mirrors of Wall Street," "A Cop Remembers," "Mellon's Millions," above this standing up single copies of: "Murder on Tour," "The Case of Marie Corwin," "The Untried



Agatha Christie is always a favorite of the crime fans. Dodd, Mead is supplying this effective poster for her new book "13 at Dinner"

Case," "The Gun" and "Murder in Bermuda" above that "Yachts Under Sail."

The following window is way down town at Number 1 Wall Street. It is situated in the basement of this building, very near the entrance to a subway. The entrance to the shop is on one side, so the window has a rectangular corner effect; on the wall side there are racks for books. The dimensions of the window are, 3½ feet deep, 5½ feet wide and 5 feet high, that is from the bottom of the ledge which is rather high in this window to the lettering on top. On the front ledge I have a "The First World War" opened up, then a streamer on "Cry Havoc" and another "The First World War" opened up. Above that lying flat the following single copies: "Cities of Sin," "Benvenuto Cellini," "The Autobiography of Alice B. Toklas," "The Barbary Coast," "The Arches of the Years." In the center standing up the rack furnished by *The Saturday Review of Literature* with "The Shape of Things to Come" (the book given a feature review in this copy) inserted in the rack. Behind that I have a fanshaped pyramid of 10 "Cry Havoc," flanked on either side by 3 "Congo Solo," 3 "Afrikander," 3 "A Cop Remembers," 3 "We Move in New Directions." Further back again and heightened by the help of blocks, 6 "Deep Country," 10 "The Master of Jalna," 6 "Two Black Sheep." In the fourth row back, in stacks of 6 "How to Play Tennis," "The Better Part" and "Life Begins at Forty," 3 "Anthony Adverse" and inserted in the topmost of these books are the following pamphlets, "New York and the Seabury Investigation," "Nazi Culture," "Unstable Money" and "The Promise of Power." On the side ledge next to the door are the following posters, "Colonel Weatherford's Friends," N.R.A. sign, poster for "The Farm," above these are the following, 4 "The Farm," 4 "The Snows of Helicon" and behind this 6 *Traveler's Library*.

On the wall where the book racks are represented in single copies, the following books by Zane Grey: "Tales of Swordfish and Tuna," "Tales of Fishing Virgin Seas," then one "Yachts Under Sail" and the following "Tales of Tahitian Waters," "Tales of Fresh-Water Fishing"; in the second row, "The Cruise of the Zaca," "Learning to Sail," "Grain Race," "Sailing Rules in Yacht Racing," "10,000 Leagues Over the Sea," "Tales of Southern Rivers," "Tales of Fishes." On the following rack alternating copies of "Nothing but Wodehouse" and the "Week End Library." On the next one alternating copies of "Wonder Hero" and "Back Numbers."

I hope that now you won't have too sketchy an idea what these windows look like, but if you have read my "Window Lights" more or less regularly you ought to have a fair conception of them.

In the matter of posters and general display material nobody has done more lately than William Morrow & Co. For "The Case of the Sulky Girl" they have used for their photographic poster a highly effective process which gives one the impression of the figure being in three dimensions. It is a tremendous innovation in display technique, and I sincerely hope that it will have great results. Also in the case of "One Woman" they have done some very original work in having little address books and giant books and a very handsome poster. Two other very nice posters of the same firm are for "The Arches of the Years" and "Return."

The success of "Minnie Mouse" and "Mickey Mouse" is followed up by "Old King Cole," one of the Silly Symphony

pop up books. There is a nice poster for that.

Owing to Mr. Hitler's rather distasteful activities there must be great interest in all books pertaining to Jewish life and culture and "Hear, Ye Sons" by Irving Fineman is a particularly good book on Jewry. There is a poster for this book.

Coward-McCann has a fine cut out poster of the "I, the Tiger," a four times enlarged reproduction of the picture on the unusually beautiful jacket.

For "Remember When," edited by M. Therese Bonney, with an introduction by Charles Dana Gibson, they are also providing a display composed of photographs from the book that I think will entice people into the shop. To those shops guaranteeing a window on this title (and it's a honey as a gift item for the Christmas trade) they will furnish mounted and captioned sets of the photographs including such intriguing items as:

Carol of Roumania at 14 studying his lessons in the royal nursery.

Alfonso XIII at the age of six months, naked on a bear rug.

The Prince of Wales in his high chair.

Barney Oldfield, the speed demon, in the French racer in which he reached the (then) unheard-of speed of 35 miles an hour.

Sarah Bernhardt playing tennis.

Crostobel Pankhurst in a determined mood.

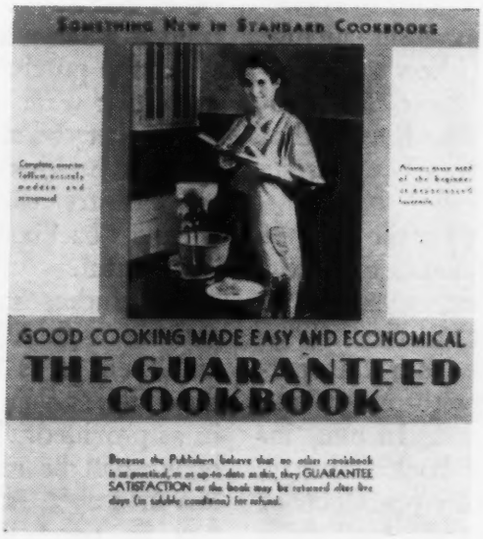
And others.

Morrow has printed up thousands of little red address books to help promote "One Woman." This poster shows one of them

A very charming photographic poster is provided for "The Guaranteed Cook Book," published by Houghton Mifflin.

Macmillan has a poster for H. G. Wells' "The Shape of Things to Come."

Blue Ribbon Books have a photographic and lettered poster for Voltaire, now being played by George Arliss, also advertising their dollar reprint of "Voltaire" by Victor Thaddeus, "Up the Years from Bloomsbury," and "The Best Known Works of Voltaire."



Photography produces the pulling power of the Houghton Mifflin poster for "The Guaranteed Cookbook"

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leypoldt

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R. R. Bowker Frederic G. Melcher
Mildred C. Smith
Alice P. Hackett Sanford Cobb
Albert R. Crone . . . . . *Publications Manager*
Louis C. Greene . . . . . *Advertising Manager*

September 23, 1933

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —Bacon.

Price Cutting

Among other Codes now in active process in Washington is the Motion Picture Code which, along with other features, calls for strict maintenance of the uniform price at the motion picture theaters, even eliminating all special premiums which might tend to reduce the price. If the motion picture theater tickets were merchandise sold in department stores, this problem would have raised a cry to heaven that such a stand was against the vital interests of the people.

NRA MEMBER U.S. WE DO OUR PART

It is a natural assumption on the part of the public that price cutting makes for lower price levels. Would our insurance rates be any lower if we returned to the methods of special bargain days? Would our transportation be any lower if we returned to old bargain days? We believe not. In most industries and certainly in the book industry, low price levels are one of the by-products of a wide distribution, and sporadic local price cutting undermines the possibilities of such wide distribution. In nearly every case of deep price cutting the merchandise offered at cut prices is used simply as a bait or lure to expose customers to other merchandise on which the margin of profit is considerably greater.

The Dollar Non-Fiction lines, which have provided such wonderful book bargains, were made possible not by the price cutters but by the multiplication of outlets which could sell books when they reached the dollar level, thus making an opportunity for large printings at low prices. The great market at the ten cent stores for cheap books for older people is another example of a widely extended market which gives the printing press a great opportunity. The attitude of the trade towards the ten cent picture books at the Woolworth stores, even though they are in competition with the bookstore, is different from the attitude toward Macy's price cutting which is apparently intended to bring people into the store to buy other merchandise.

The development of wide uniform markets is a logical one, and the use of books as bait which has been outmoded in 99% of the stores of the country will be completely outmoded in all good stores in the next ten years even though codes do not bring this about. The public is led to believe that the use of loss leaders makes a real saving in the book money of the country, forgetting the disruptions which such methods cause in general distribution.

Invertebrate

Publishers had a grim joke among themselves recently when one publisher quoted from a letter which he had received asking about the purchase of some bargain stock, a letter that went on to say that it was important to get the shipment as remainders were now the backbone of the business. Whether an industry can be considered vertebrate when its backbone is made up of its failures is doubtful.

Remainders are continuing to be a major menace to publishing and bookselling today, and there is as yet no real stay against the flood unless that provision of the Code goes in as provided. This proposal stated that no book shall be remaindered at wholesale for less than 20% of list. This would mean that any $3 non-fiction book which could not find a market at $.60 wholesale or perhaps $1 retail should be ground into pulp. That would be just destiny for a book that was so abject a failure.

Such a plan applied with the strength of the law by Code adoption would keep the remaindering of books within bounds, and it would save for the public books of real subject value from which most distress merchandise had been eliminated.

That the present situation has its troubles for authors as well as the booktrade is indicated by a recent petition of the Authors' League which pointed out that the authors have a stake in this problem, as remainders pay no royalty and yet compete with the sales of new books, often books by the same author. The authors, themselves, urge that a cure be sought in the Code and, for their part, would be happy if the program called for even more drastic measures.

Backbone of Fiction Reading

No more interesting book list for the editorial departments of publishers has been issued for some time by librarians than that entitled "Replacement List of Fiction," a pamphlet of eighty pages recently made ready by the Book Buying Committee of the American Library Association, of which Carl L. Cannon is Chairman.

The Committee has made a careful study, with the aid of many libraries, of the question of titles that are frequently replaced and thus supplies to libraries a record of those titles most in demand and to publishers a picture of what this replacement business really is. The study has been wide in its scope and runs from "Pilgrim's Progress" to Aldington's "The Colonel's Daughter" and from Balzac to Temple Bailey. That but few authors win their way to replacement status is evidenced by the fact that in all there are but 537 authors and 1550 titles. Of these authors approximately two-thirds are still living, indicating that the fiction appetite is most largely served by current output. Of these authors approximately 50% are American, 35% British and 15% European.

The Committee has gone into the question of book manufacture and its recommendations as well as its comments on the various reprint libraries which are so largely used in the list will be important to publishers.

It is unfortunate that the reference to English currency exchange was not corrected when the book was put in circulation, as one paragraph in the introduction reads, "Price has been given full consideration in the List, because of reduced budgets and the necessity for economy. For that reason, where no cheap American edition was available, an English edition was substituted; for importation is possible, free of duty, under the American copyright law. English prices are particularly attractive as an emonomy measure at the time this is written because the shilling is worth only about 16½¢" By the time the book was published the shilling was worth about 23¢.

Publishers might make these comments on the suggestion made by this Committee:

First, that to mention the advantage of exchange and not to mention the disadvantage of the short English library discounts is misleading the purchaser; second, that it would probably be to the advantage of American publishers if comparison was made between our reprint editions and the English cheap editions; the esparto bulking paper which is so often preferred in England is poor material for library use or library binding, and American publishers have always avoided this.

Planned Publishing

The new era of planned economy in business and government has brought evidences that there has been planned publishing to meet this era, and among the first books definitely connected with the present program is the series about to come out from W. W. Norton & Company entitled "Social Action Books." Over a year ago Mr. Norton began the discussion of a series of books on this subject with many of the people now leaders in the movement, and the first result of this early planning is now at hand.

Lindsay Rogers, one of the administrators of the N.R.A., has provided a book on "Crisis Government," a study of the dictatorships in Russia, Italy and Germany, and the high power which has been granted to our own President.

The second book will be "The New Party Politics" by A. N. Holcombe, Professor of Government in Harvard University.

Thus again pressure is put upon the bookstore to understand the present movements and to be able to sift out and present the volumes on new theories and practices that are coming to the front in this country and in others.

News of the Week

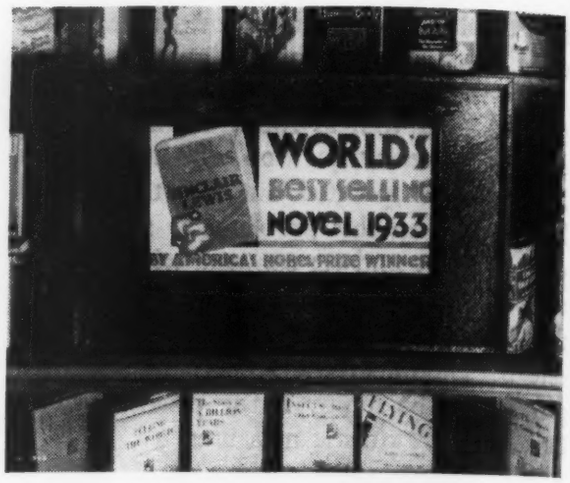
New Plan for Poster Advertising Launched in Booktrade

A NEW PLAN for book advertising, developed by the John Mitchell Company, 400 Madison Avenue, New York City, and endorsed by such booksellers as Frank L. Magel, Richard F. Fuller and Morris G. Michaels, is rapidly being put into operation in leading bookstores throughout the country. The plan itself is simple and ingenious, involving the use of the Bauer Multiposter machine, a device which shows, in rotation, 24 posters every four minutes, and which can be put in even a very small show window.

The plan has already been adopted by nearly 100 bookstores and is intended to reach 150 altogether. Twenty-two of the 24 spaces in the machines have already been contracted for by publishers. Each publisher pays for his space in each machine with one copy of the book advertised each month. These books are billed by the John Mitchell Company to the bookstore at a discount of 66 2-3%. Thus this month, with 100 machines in operation, each of 22 publishers will pay the John Mitchell Company 100 copies of the book advertised. One each of the books, 22 in all, will be sent to each bookseller who has contracted for a machine. The bookseller will send the John Mitchell Company a check for 33 1-3% of the list price of the books. He then sells the books at regular list prices and make an added profit on the transaction.

The Multiposter machine is in a metal cabinet, 31½" x 18½" x 16½", and costs from ¾c to 1½c per hour to run. Booksellers who install the machines contract to keep them in operation in their show windows during the usual business hours and at any other time they deem advisable and to change the posters as they are supplied.

Mr. Mitchell, who was himself a bookseller for 14 years before entering the advertising business, stated to the *Publishers' Weekly* this week that he felt that these Multiposter machines filled a crying need for bookstores, in that they allow announcements of a large number of books, instead of two or three or four, to be brought to the full attention of the passing public.



The Mitchell Multiposter

Booksellers' Code in Washington

A COMMITTEE OF FOUR booksellers met last Tuesday, September 19th, with the Control Committee of the N.R.A., whose function is to assign the codes to their correct pigeonhole in the general scheme. After a discussion of the booksellers' code, the Control Committee was to assign it to the correct Deputy Administrator, prior to submission to the Administration. Members of the booksellers' committee who took the code to Washington were Frank L. Magel, president of the A.B.A.; Richard F. Fuller, The Old Corner Book Store, Boston; A. Kroch of Chicago, and A. R. Womrath. At the time of going to press no definite word had been received concerning the disposition of the code.

Travel Contest Announced

AN INTERNATIONAL PRIZE for the best book on Italian travel has been announced by the Italian State Tourist Department, Via Marghera 2, Rome, Italy. There will be a first prize of 10,000 lire and other prizes in the form of gold and silver medals. According to W. D. Allen of the New York Office of the Italian Tourist Information Service, competitors are not restricted to any specific subject matter or form. Books may be in English, Italian, French, German or Spanish, and may have been published in any country between July, 1931, and December 31, 1933.

Labor Deadlock at Code Hearing

A DEADLOCK on the labor provisions of the Master Code for the Graphic Arts and Printing Industry has developed at the Code hearing which has been in progress in Washington during the past week. The hearing opened Monday morning, September 18th, and during the first day and a half representatives of the various industries involved, including the Book Manufacturers' Institute, Typothetae, photoengravers, lithographers, electrotypers, periodical publishers, advertising typographers and others, were heard. It was finally agreed that there should be a Master Code for the entire industry, although there was disagreement on the labor provisions. On Tuesday afternoon Labor took the stand, presenting a strong argument in favor of a 32-hour week on a wage scale of 10% less than the wages existing in all plants in 1929. Labor argued that a reduction to 40 hours from the present 48 would not reemploy enough men. Bookmakers and publishers, on the other hand, foresee in such a drastic change an impossible increase in cost of production, estimated at as high as 40%. Textbook publishers will present the argument that most of them are tied up in five-year contracts and that such increased labor costs would mean operating at no profit for a number of years. Protests against the 32-hour proposal were scheduled to be heard on Thursday.

Trade book publishers were represented at the hearing by Arthur Chase of Dodd, Mead & Co. and others. Textbook publishers were represented by Charles E. Lord of Scribner's and George L. Buck of Silver, Burdett. Subscription book publishers and other publishing groups were also represented.

Retail Sales in Rapid Rise

ONE OF THE MOST ENCOURAGING signs to date appears in the Federal Reserve Board's report of department store sales for the month of August. Sales the country over were 16% better than for August a year ago, and the Federal Reserve Board index number for the month, which makes allowance for the number of business days and for the usual seasonal changes, was 75 in August, as compared with 71 in July and 68 in June. The Cleveland district showed the greatest gain, 42% over August last year; San Francisco the least, with a 2% gain.

Round Table Group Meets

THE BOOKSHOP ROUND TABLE, a group of women booksellers, met at the Women's University Club, on September 18th. Miss Bertha Mahony, chairman, presided.

The meeting opened with reports by the heads of committees. Geraldine Gordon, editor of the monthly bulletin, asked for suggestions and criticism following the six months' experiment. Several minor changes were made but the group was enthusiastic about continuing the bulletin with Miss Gordon as editor. Among the other reports given was an interesting one on the preliminary work done by Harriet Anderson and Carol Fleming of the Channel Bookshop on book promotion work and mail order. They are planning a further study of the problems with a view to suggesting experiments to be carried out as a group.

At the afternoon session Cedric Crowell gave a clear explanation of the A.B.A. code in its present form. A stimulating talk by Herbert Adolphus Miller, author of "The Beginnings of Tomorrow," closed the meeting.

Lamson Found Guilty

DAVID LAMSON, sales manager for the Stanford University Press, was last week found guilty of the murder of his wife, Allene Thorpe Lamson, on Memorial Day. Mr. Lamson continues to protest his innocence, and his counsel promises to appeal the verdict on the grounds of insufficient evidence, alleged legal misconduct on the part of Assistant District Attorneys and asserted errors in decisions by the Judge.

Popular Edition of O.E.D.

THE GREAT Oxford English Dictionary, which has hitherto been available only to those who could afford to spend many hundreds of dollars, will be published in November in a popular edition, according to a recent announcement of the Oxford University Press. The reissue will be printed from the same plates as the original work and arranged in 12 volumes. A 13th volume will contain the accretions to the English language since the original edition was made. The volumes will measure 12½" by 9½" all over and the average bulk will be about 2½". The set will be bound in crimson buckram and will sell at $125.

Customers' Choice

On a recent trip to Buffalo, we visited the Bay Tree Book Shop, of which we had been hearing from time to time. It is a most attractive personal shop in a very good location. It is the Junior League Building on Delaware Ave., surrounded by old well-entrenched clubs and new smart shops, with plenty of parking space for shoppers. It was started in 1929 by Mrs. Kimberly and Helen Shoemaker further up Delaware Ave. near Allen Street, but had to move at the end of the first year and a half into larger quarters.

The walls are a lovely shade of Italian blue with black shelves for books. Down the center of the shop there are display tables and at the sides very low tables so that the stock is well and interestingly displayed. Fiction is the best selling part of the stock though lots of biography is sold, and the stock of children's books is very impressive and a round table at the front is always kept for the poetry.

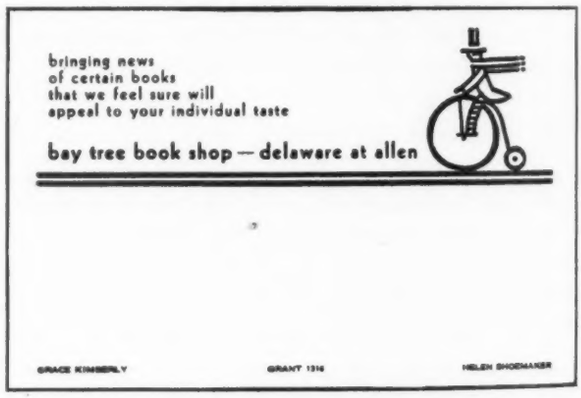
Helen Shoemaker got her bookselling experience at Ulbrich's where she was for three years, but Mrs. Kimberly confesses that she is one of those derided females who just love books, and to make matters worse has energy, enthusiasm and a generous quantity of ignorance so that any hope of being a guiding light in the community is practically dimmed forever. However, there is this mitigating circumstance, the shop has paid from the very beginning.

When we were there the excitement about Mabel Dodge Luhan's book had subsided a little, but it had been, we were told, almost the best seller the shop had ever had. A window display was then being planned for "The Fault of Angels" and "Andrew's Harvest," for both Paul Horgan and John Evans used to live in Buffalo, and the jackets of the two books went together marvelously, it was pointed out, each using much the same henna shade.

The Bay Tree Book Shop does well with children's books. The staff really reads them, and they are tried out on willing nephews and nieces, sons and daughters. On one afternoon a week children gather and are read aloud to, and many grateful mothers bring their young on the Nurse's day out. Of course there are complications, when little Horace reveals the plot of "Mr. Nip and Mr. Tuck," but such crises are diverted by a hasty discussion of the relative merits of Mickey Mouse and Winnie the Pooh.

We couldn't discover much wickedness, but we know that this shop deserves to flourish like the green bay tree.

We stopped in to see Carlton M. Sleght in Batavia. Batavia is a manufacturing city of about 18,000 and is the center of a rich farming district so that the bookshop serves a territory some thirty miles to the north and south and fifteen to eighteen miles each way. There has been a bookshop in the town for all of sixty years. This store was purchased in 1900 by Worthington and Wood and sold by them in 1907 to the MacGreevey-Sleght-De-Graff Company. The MacGreevey-Sleght-De-Graff Company at that time consisted of two stores, one in Elmira, N. Y., and the other one in Canandaigua, N. Y. The Company con-



Books are brought to the attention of the Bay Tree Book Shop's customers through these personal post-cards on which are written the titles of one or two new books

Photograph from Wide World

Publishers joined the 250,000 who paraded Fifth Avenue in support of the N.R.A.

sisted of George A. MacGreevey, Carlton M. Sleght and Frank A. DeGraff. In 1926 the Corporation was dissolved and Mr. MacGreevey took the Elmira store, of which he had been in charge, Mr. DeGraff took the one in Canandaigua and Mr. Sleght the one in Batavia. The Sleght store looks rather small as one approaches it in a row of shops, but it seems enormous when one is inside it. It has a varied stock of office supplies, stationery, typewriters, fiction and lower priced juveniles.

One also finds the DeGraff Bookstore in Canandaigua surprisingly large after one gets inside. It is very bright and cheerful, with an enormous stock of gifts of all kinds, books being frankly, in spite of the name, of secondary importance. Canandaigua has an important summer tourist trade, and this has been a good tourist season there, Mrs. Pusey told us. She has been at the shop two years. She is trying to build up an interest in better children's books, for the interest of the customers at present, as the shelves testified, was in the cheaper juvenile series. The shop has a fair-sized circulating library, charging ten cents for three days, and ten cents is the minimum, with a two cent a week charge after that.

We were lucky enough to find both Mr. and Mrs. Barnum at home when we stopped in Ithaca, at the Corner Bookstore. We viewed the recently installed magazine department, and doll and stuffed animal department which has proved a profitable addition. Mr. Barnum views both of these departments with an amused and skeptical eye, though he has to admit they help pay the rent. Mr. Barnum took us through his department of school supplies. There is no market for these any longer, no market for the bookseller, that is. He can't compete with the chain store which can sell pads and notebooks for a song.

"Anthony Adverse" was the best seller of the moment, with "The First World War" doing well, and Bromfield's "The Farm" off to a good start. A number of love stories were grouped together to catch the eye of the goody-goodys, Mr. Barnum said.

The Corner Bookstore has a largish collection of old prints. At one time Mr. Barnum planned to make a specialty of deathbed scenes, and has a good print of Washington's deathbed and one of Lincoln's, but then the collection idea sort of petered out.

Lambert Grant's fine show windows in Utica featured an effective and varied display of $1.00 books. To those who want low-cost reading, and the upstate citizens are close buyers, this showing of what a dollar buys in book values gave fine marketing opportunity. Inside Mr. Grant had a new and exciting department—Stamps. The enthusiastic youngsters of the community have been encouraged to use the store's fine basement room for a monthly meeting of the newly organized Stamp Club. Every possible stimulus to Stamp Collecting has been thought of by the store. Mr. Grant is making new friends and customers.

The Ridge Book Shop in Glens Falls has as many side-lines as it has books, possibly more, but the essential enthusiasm is for books. In an attempt to encourage a certain clientele to care for and buy the important new books a close liaison is kept with the local librarian, and participation in local activities is alert. Glens Fallers have become reprint buyers. The Book Shop needs some first edition enthusiasts, and is energetically going after them.

Irving Keats in Binghamton makes good sales in out-of-the-way books and keeps book business active in the main street of this upstate city.

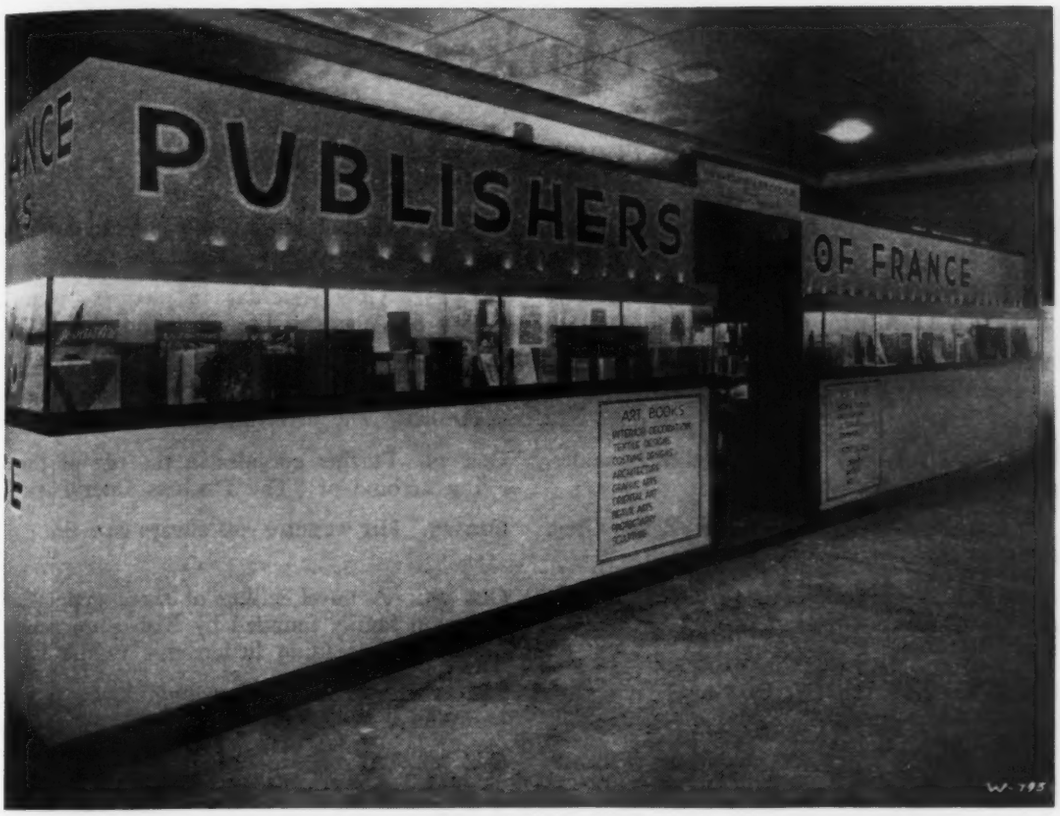
Clarence Smith in Rochester, as we have related before in this department, secures more prospects and a sense of large space in his store by sharing store space with a fine gift shop. The complete entity of each business is apparent and yet there is free and easy access from one store to the other. It is an arrangement which offers service for a fine clientele, as well as economy and yet spaciousness for each business. A careful study of similar alliances is worth while for many dealers.

Everybody in New York took an afternoon off on September 13th either to march in or watch the stirring NRA parade. Book publishers were well represented. Funk & Wagnalls supplied the largest delegation, 560. After them came 50 from Harper's, led by Cass Canfield, president of the National Association of Book Publishers, 50 from the Oxford University Press, and smaller delegations from John Day, Viking Press, A. L. Burt, C. S. Hammond, Grosset & Dunlap, Robert M. McBride, the Baker & Taylor Co., and the R. R. Bowker Co.

We were talking this week to Isaac Molho, treasurer of French and European Publications, about the French Book exhibit at A Century of Progress. Mr. Molho told us that the main object was to bring French culture and literature to the attention of the American people. "We are here," Mr. Molho told us, "to tell the public that French literature is not a dirty literature, as so many of you believe. We are here to acquaint the American public with the great literature and art and music and costume design which has been produced in France."

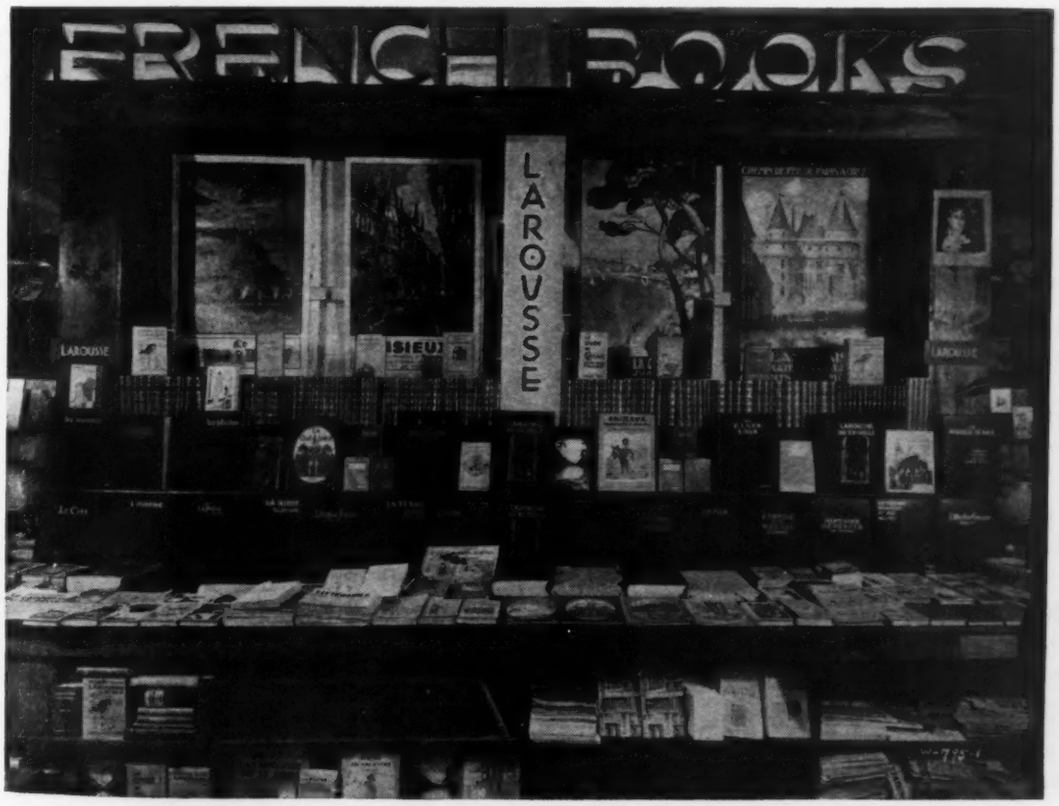
On Bastille Day, July 14th, a reception was given in honor of the French Consul General, René Weiller, which was attended by many French groups from Chicago, such as L'Alliance Française, Le Cercle Français and others.

French and European Publications acts as a clearing house in this country for French books. A large stock is always carried, and in addition, orders for books not in stock are forwarded to the publishers. A big part of the company's function is that of giving information about French books. The New York office welcomes queries of all sorts and is glad to answer them, whether or not any books are ordered. Libraries, bookstores, colleges, teachers, artists, architects and costume designers are all represented in the letters that constantly come in to the New York office.



Above: One front of the French book exhibit at A Century of Progress, arranged by French and European Publications, Inc., with the cooperation of the French publishers

Below: One of the many sections inside the French book exhibit. These displays lined the walls of the exhibit and presented a complete picture of French magazine and book publishing. Visitors averaged 2500 daily



P. W. Market News

One Month from Now—A Forecast

THE OLD MAN DIES, by Elizabeth Sprigge. *Macmillan,* $2.50.	Oct. 24. One of Macmillan's Big Three, a modern story of an English family.
THE AMERICAN PROCESSION, by Agnes Rogers and Frederick L. Allen. *Harper,* $2.75.	Oct. 25. Only yesterday in pictures—pictorial history of American life since the Civil War.
ARCHY'S LIFE OF MEHITABEL, by Don Marquis. *Doubleday, Doran,* $2.	Oct. 25. A second volume of the adventures of Archy the cockroach and Mehitabel (toujours gai), the cat. The first volume still sells 5,000 a year.
DUCHESS LAURA, by Marie Belloc-Lowndes. *Longmans, Green,* $2.	Oct. 25. Further episodes in the life of the charming heroine of "The Duchess Intervenes."
THE HASH KNIFE OUTFIT, by Zane Grey. *Harper,* $2.	Oct. 25. His westerns are always sure-fire.
THE TUMULT AND THE SHOUTING, by Ursula Parrott. *Longmans, Green,* $2.50.	Oct. 25. A novel telling of three generations in a Boston family founded by Irish immigrants. The publisher's leading fiction title of the fall.
THE BELOVED STRANGER, by Grace Livingston Hill. *Lippincott,* $2.	Oct. 26. A story of young love, tinged with mystery.
GOLDEN RAIN, by Margaret Widdemer. *Farrar & Rinehart,* $2.	Oct. 26. A small town girl is transported to the sophisticated world of artistic and literary New York.
HOW SAFE IS LIFE INSURANCE?, by L. Seth Schnitman. *Vanguard Press,* $2.	Oct. 26. The publisher promises an exposé as sensational as "100,000,000 Guinea Pigs."
THE NIGHT CLUB ERA, by Stanley Walker. *Stokes,* $3.	Oct. 26. The story of prohibition America.
THE SIAMESE TWIN MYSTERY, by Ellery Queen. *Stokes,* $2.	Oct. 26. A new one by a writer of unique detective stories.
HALF OF THE WORLD, by G. B. Stern. *Knopf,* $2.50.	Oct. 27. A new novel in the author's debonair and exciting vein.
BLOODY MARY'S, by Geoffrey Dennis. *Simon & Schuster,* $2.50.	Oct. 31. A dark horse—a story of a small Yorkshire boys' school as it was thirty years ago.

Out This Week

ANGEL IN THE HOUSE, by Kathleen Norris. *Doubleday, Doran,* $2.	A Norris romance with an unusual plot.
THE BOOK OF TALBOT, by Violet Clifton. *Harcourt, Brace,* $3.50.	For your customers who want something out of the ordinary—the biography of an explorer written by his widow.
DRURY LANE'S LAST CASE, by Barnaby Ross. *Viking Press,* $2.	Evidently this will be the last Drury Lane story. This mystery revolves about a group of bibliophiles.
THE FLUTTER OF AN EYELID, by Myron Brinig. *Farrar & Rinehart,* $2.	Originally published some months ago, this novel of extravagant California life was withdrawn and is now re-issued.
THE JOURNEY, by Rose Caylor. *Covici, Friede,* $2.50.	The story of a "slightly delirious marriage," by the wife of Ben Hecht.
LEAVE THE SALT EARTH, by Richard Warren Hatch. *Covici, Friede,* $2.25.	The second volume in the saga of a New England family.
LIFE IN THE MAKING, by Dr. Alan Frank Guttmacher. *Viking Press,* $2.75.	The story of human procreation for the general reader. A Scientific Book Club selection.

P. W. Market News

Out This Week—(Continued)

OLD-FASHIONED TALES, by Zona Gale. *Appleton-Century,* $2.50.	Modern stories of American life, by a well-loved author.
ORDINARY FAMILIES, by E. Arnot Robertson. *Doubleday, Doran,* $2.50.	A novelist, who has a definite following, tells what makes an ordinary family interesting.
OUT OF MY HEAD, by Margaret Fishback. *Dutton,* $2.	Advance orders for these witty, metropolitan poems are good.
POOR SPLENDID WINGS, by Frances Winwar. *Little, Brown,* $3.50.	The Atlantic $5000 Prize book, about the Rossettis and their circle.
PORTRAIT OF MRS. SIDDONS, by Naomi Royde-Smith. *Viking Press,* $3.	A portrait in words of the world's greatest tragic actress.
RETROSPECT, by Aldous Huxley. *Doubleday, Doran,* $2.50.	An omnibus volume, containing "Brave New World," "Crome Yellow," an essay, 6 stories and several poems.
RICHARD HARDING DAVIS, by Fairfax Downey. *Scribner,* $3.	*The* newspaper correspondent at the turn of the century, with a picture of his times.
TALIFER, by Edwin Arlington Robinson. *Macmillan,* $1.75.	A new narrative poem, long and with a modern setting.
THIRTEEN AT DINNER, by Agatha Christie. *Dodd, Mead,* $2.	Hercule Poirot solves another baffling mystery.
WE ARE THE LIVING, by Erskine Caldwell. *Viking Press,* $2.	Short stories by the author of "God's Little Acre."

Current Best Sellers

ANTHONY ADVERSE, by Hervey Allen. *Farrar & Rinehart,* $3.	By far the country's favorite in fiction this week. First in 7 out of 9 cities reporting to the *Times.*
THE FARM, by Louis Bromfield. *Harper,* $2.50.	Best seller in 13 Chicago stores reporting to the *Daily News.* Second in New York and Boston.
THE MASTER OF JALNA, by Mazo De La Roche. *Little, Brown,* $2.50.	First on McClurg's fiction list last week. Third in New York, Boston and Chicago.
AS THE EARTH TURNS, by Gladys Hasty Carroll. *Macmillan,* $2.50.	Leading fiction sales in Atlanta and second in St. Louis.
VANESSA, by Hugh Walpole. *Doubleday, Doran,* $2.50.	Second on the McClurg list last week. This week it has the benefit of a two-page spread ad in the *Saturday Review.*
MARIE ANTOINETTE, by Stefan Zweig. *Viking,* $3.50.	Six out of nine cities reporting to the *Times* placed this veteran on their lists last week.
LIFE BEGINS AT FORTY, by Walter B. Pitkin. *Whittlesey House,* $1.50.	Another veteran best seller which headed the McClurg list of non-fiction again this week.
THE FIRST WORLD WAR, by Laurence Stallings. *Simon & Schuster,* $3.50.	First in Philadelphia and Washington. Second in Boston and Chicago.
THE ARCHES OF THE YEARS, by Halliday Sutherland. *Morrow,* $2.75.	Leading in St. Louis and second in San Francisco.
100,000,000 GUINEA PIGS, by Arthur Kallet and F. J. Schlink. *Vanguard Press,* $2.	Another veteran with continuing sales.

P. W. Market News

Books on the History, Appreciation and Construction of Buildings

EVERY WEEK in this column the *Publishers' Weekly* prints a short list of recent books on special subjects to help the bookseller reach customers with special interests.

HOW TO LOOK AT BUILDINGS. By T. A. Darcy Braddell. *Dutton,* $2.

LONDON BUILDINGS. By Frank P. Brown. (English Art Series.) *Pitman,* $2.50.

ARCHITECTURAL DESIGN. By Ernest Pickering. *Wiley,* $6.50.

REMODELLING AND ADAPTING THE SMALL HOUSE. By Harold D. Eberlein and Donald G. Tarpley. *Lippincott,* $3.50.

THE COLONIAL AND FEDERAL HOUSE: How to Build an Authentic Colonial House. By Rexford Newcomb. *Lippincott,* $3.50.

HOUSES OF STONE. By Frazier Peters. *Published by Frazier Peters, Westport, Conn.,* $3.50; $2.50.

For Children:

YOUNG PEOPLE'S STORY OF ARCHITECTURE. By Emily Helen Butterfield. *Dodd, Mead,* $3.

ALL THE WAYS OF BUILDING. By Louise Lamprey. *Macmillan,* $3.50.

Business Notes

BOSTON, MASS.—On September 20th the offices of Biblion will be moved to larger quarters at 6 Park Street. Theodore McClintock, formerly of the editorial department of Allyn & Bacon, has been added to the staff of Biblion. A Chicago branch has been opened at 333 North Michigan Ave. and is managed by Albert E. Germer, Jr., who was formerly with the Century Co. Biblion specializes in every type of book for college and technical libraries, foreign texts and rare and out-of-print books. Publishers are requested to send their catalogs to both addresses.

LONDON, ENG.—Dr. Hans Preiss, who recently sold his bookstore in Berlin, has opened a shop at 41a Museum Street, London W. C. 1. Dr. Preiss is specializing in law, economics, politics, philosophy, and pedagogy and requests publishers' catalogs.

ST. LOUIS, MO.—J. Lesser Goldman opened a bookshop at 386 N. Euclid Ave. on September 18th. The shop will have current books for sale and a rental library.

SANTA CRUZ, CAL.—The Palette Book Shop was opened by H. McK. Hackwood at 245 Sequel Ave. The shop has books for sale and a circulating library.

SYRACUSE, N. Y.—Timms & Howard has recently been opened at 208 East Jefferson St. The shop will have general books for sale, stationery, gifts and a circulating library. Walter B. Timms, the president of the new firm, and Martin S. Howard, the secretary-treasurer, were formerly with Womrath's.

WILKES-BARRE, PA.—The Wide-Awake Book Shop has moved from 67 W. Market St. to 29 S. Franklin St.

Forthcoming Reprints

November 20th

FICTION

WOLF SOLENT by John Cowper Powys, *Garden City Pub. Co.,* $1.

NON-FICTION

TOLERANCE by Hendrik Van Loon, *Garden City Pub. Co.,* $1.

CROSS ROADS OF THE JAVA SEAS by Hendrik DeLeeuw, *Garden City Pub. Co.,* $1.

Notice to Control Card Users

THE PUBLICATION DATE of "The Empty Quarter" by H. St. J. B. Philby (Holt) has been postponed from Sept. 28th to Oct. 13th.

"The Life and Friendships of Dean Swift" by Stephen Gwynn (Holt) has been postponed from Sept. 21st to Oct. 26th.

"All Men Are Brothers" translated by Pearl S. Buck (John Day) has been postponed from Sept. 21st to Oct. 5th.

The Weekly Record

Describes and Indexes the New Books of all Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

Ar: Fine Arts **Dr:** Drama **Hi:** History **Po:** Poetry **Sp:** Sports
Bi: Biography **Ec:** Economics **Ju:** Juveniles **Re:** Religion **Tr:** Travel
Bu: Business **Fi:** Fiction **Mu:** Music **Sc:** Science

Alington, Adrian **Fi**
Mr. Jubenka; a novel. 328p. D '33 Bost., Houghton 2.00
A story of the adventures of an exiled king in England.

Baker, Arthur O. and Mills, Lewis H.
Dynamic biology [high school text]. 722p. il. D '33 Chic., Rand, McNally 1.72

Baldwin, Sidney
Ben of old Monhegan; a boy's life among the fisher folk off the coast of Maine [supplementary reader]. 263p. il., map D [c. '33] Evanston, Ill., Row, Peterson .80

Barker, Eugene Campell, and others
Our nation grows up [elementary history]. 352p. il. (pt. col.), maps D (Our nation ser.) [c. '33] Evanston, Ill., Row, Peterson 1.00

Barker, Shirley **Po**
The dark hills under; foreword by Stephen Vincent Benét. 59p. O (Yale ser. of younger poets, v. 32) c. New Haven, Conn., Yale 2.00
Lyric poems by an undergraduate, many of which reflect New England as seen through a woman's eyes.

Betz, Frederick and Holzwarth, Charles Homen
A second German book. 510p. il., map D [c. '33] N. Y., Amer. B'k 1.60
Grammar review and reading material for an intermediate course in German.

Bianco, Mrs. Margery Williams **Ju**
The hurdy-gurdy man. 55p. il. sq. S [c. '33] N. Y., Oxford bds., .75
How the hurdy-gurdy man made the townsfolk come to life in a "too neat" town.

Brigham, Albert Perry and McFarlane, Charles T.
How the world lives and works. 416p. (bibls.) il. (col. front.), maps (pt. col.), diagrs. O (Our world and ourselves, b'k 4) [c. '33] N. Y., Amer. B'k 1.52
For a fourth grade geography course.

Our home state and continent; Wisconsin ed. by Russell Whitaker. 339p. (bibls.) il. (col. front), maps (pt. col.) O (Our world and ourselves, b'k 2) [c. '33] N. Y., Amer. B'k 1.32

Brinig, Myron **Fi**
The flutter of an eyelid; il. by Lynd Ward. 320p. D [c. '33] N. Y., Farrar & Rinehart 2.50
This novel of California life was originally published in May, then withdrawn and now issued again with some slight changes.

Brown, Marion
Leadership among high school pupils; a study of pupils selected by fellow pupils to positions of leadership in a certain high school. 174p. (4p. bibl.) O (Contribs. to educ., no. 559) c. N. Y., Teachers Coll., Columbia Univ. 1.75

Buchwald, N. and Bishop, R.
From peasant to collective farmer. 101p. (bibl. footnotes) il. D ['33] N. Y., Internat'l Publishers .75
An account of the collective farming movement in Soviet Russia and of the transformation wrought in Soviet agriculture.

Bullett, Gerald William **Fi**
The quick and the dead; a novel. 191p. il. D '33 N. Y., Knopf bds., 2.00
Claud Callamy looks back on his happy childhood and youth with a grown man's glowing, imperfect sense of the past and discovers the significance in his childhood adventures among places and people.

Butterfield, Emily Helen **Ju**
The young people's story of architecture; il. by the author. 405p. il., diagrs. D c. N. Y., Dodd, Mead 3.00
Each period in architecture is described through a story about fictional or historical young people which gives the background and customs of the times.

THIS LIST aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

★ indicates a translation from a foreign language, a key used at the request of the International Institute of Intellectual Cooperation of the League of Nations.

Cabot, Ella Lyman **Re**
Teacher's manual for Our part in the world; rev. ed. 131p. (bibls.) D (Beacon pub'ns in religious educ.: New Beacon course of graded lessons) '33, c. '18, '33 Bost., Beacon Press .75

Caldwell, Erskine **Fi**
We are the living; brief stories. 272p. D c. N. Y., Viking 2.00; lim. signed ed., 5.00
Twenty short stories by the author of "God's Little Acre."

Callahan, Genevieve A.
Sunset all-western cook book. 223p. il. O c. Stanford Univ., Cal., Stanford Univ. Press pap., 1.00
"How to select, prepare, cook, and serve all typically western food products. Recipes included for favorite regional and foreign dishes peculiar to the West." By the home economics editor of *Sunset Magazine*.

Caylor, Rose [Mrs. Ben Hecht] **Fi**
The journey. 483p. D c. N. Y., Covici, Friede 2.50
A story of wit and passion recounting the course of a slightly delirious marriage.

Challoner, H. K. **Po**
Watchers of the seven spheres. 85p. il. (col.) O '33 N. Y., Dutton 3.50
Mystic verse portraying the unseen beings known as Angels or Devas. The author of "The Initiate" has written an introduction for those unfamiliar with this form of occultism.

Chambers, Whitman **Fi**
The campanile murders. 315p. D c. N. Y., Appleton-Century 2.00
The mystery of several murders on a western college campus.

Channon, Henry **Bi**
The Ludwigs of Bavaria. 256p. il. D [c. '33] N. Y., Dutton 3.00
The eventful lives of three kings of Bavaria, whose names were Ludwig.

Chinese rhymes for children; with a few ★ **Ju**
from India, Japan and Korea; tr. and ed. by Isaac Taylor Headland. 156p. il. (pt. col.) O [c. '33] N. Y., Revell 2.00
Translations of simple children's rhymes.

Christie, Agatha Miller [Mrs. Max Edgar Lucien Mallowan] **Fi**
Thirteen at dinner. 313p. D c. N. Y., Dodd, Mead 2.00
A Hercule Poirot detective story.

Clemensen, Jessie Williams
Study outlines in physics; construction and experimental evaluation. 163p. (8p. bibl.) diagrs. O (Contribs. to educ., no. 553) c. N. Y., Teachers Coll., Columbia Univ. 1.75

Clifton, Violet Mary Beauclerk [Mrs. Talbot Clifton] **Bi**
The book of Talbot. 439p. il. (pors.), maps O [c. '33] N. Y., Harcourt 3.50
A biography of Talbot Clifton, English traveler and explorer in Australia, Mexico, Alaska, Canada, Burma, South America and Africa, by his widow.

Colwell, Ernest Cadman and Riddle, Donald Wayne, eds. **Re**
Studies in the lectionary text of the Greek New Testament; v. 1, Prolegomena to the study of the lectionary text of the Gospels. 161p. (bibl. notes) O [c. '33] Chic., Univ. of Chic. Press 2.00

Cranmer-Byng, Launcelot Alfred
The vision of Asia. 317p. (5p. bibl.) O [c. '33] N. Y., Farrar & Rinehart 3.00
An interpretation of Chinese art and culture.

Crump, Irving **Ju**
The boys' book of newsreel hunters. 244p. il. D c. N. Y., Dodd, Mead 2.00
Tales of true adventures of daring newsreel men who often narrowly escape death to make a "scoop."

Dandre, Victor **Bi**
Anna Pavlova. 409p. il. O '33 N. Y., Nathan G. Goldberger, 233 B'way 5.00

Darling, Esther Birdsall **Ju**
Luck of the trail. 309p. front. (col.) D c. Garden City, N. Y., Doubleday 1.75
A dog story of the North, for boys and girls.

Davis, Mary Gould **Ju**
The handsome donkey; il. by Emma Brock. 67p. il. (pt. col.) O [c. '33] N. Y., Harcourt 1.75
The story of Baldasarre, an Italian donkey, and his friend Tedesco, a small visiting dachshund from America.

Dean, Graham M. **Ju**
Jim of the press; a young reporter's adventures with the Associated Press. 312p. front. D c. Garden City, N. Y., Doubleday 1.75
A story of a boy newspaper reporter's experiences. For boys of high school age.

Downey, Fairfax Davis **Bi**
Richard Harding Davis; his day. 332p. (bibl.) il. O c. N. Y., Scribner 3.00
An informal study of the life, work and era of Richard Harding Davis, famous author and newspaper correspondent of the '90's and early 1900's.

Du Bois, Mary Constance **Ju**
Mother's story box. 171p. il. D [c. '33] N. Y., Abingdon 1.00
Bible stories vivified for children as animal stories.

Babcock, Harriet
Dementia praecox. 168p. O '33 Lancaster, Pa., Science Press Pr. Co. 3.00

Bohlen, Francis H. and Harper, Fowler V.
A short selection of cases on the law of torts. 765p. O c. '33 Ind., Bobbs-Merrill lea. cl., 6.00

Bond, Marjorie N.
Twentieth-century American literature; rev. ed. of Contemporary American literature by Paul Green and Elizabeth Lay Green. 44p. (4p. bibl.) O (Univ. of N. C. Ext. bull., v. 13, no. 1) c. Chapel Hill, N. C., Univ. of N. C. Press pap., .50

Bugbee, Edward E.
Textbook of fire assaying; 2nd rev. ed. 299p. O '33 N. Y., Wiley 3.00

Carter, Robert L.
Pictorial history of the 35th Division [in the World War]. no p. il., maps obl. O c. '33 [St. Louis, Author, 1218 Olive St.] pap., 2.00

Cha, Lincoln Hsiu
Liability in the law of aviation. 7p. '33 Urbana, Ill., Univ. of Ill. pap., .25

Cooper, David L.
Why evangelize Israel in this generation and how? 28p. il. (por.) nar. T ['33] Los Angeles, Biblical Research Soc., 4417 Bernice St. pap., apply

Corey, Cyrus Stanley
The Supreme Court and state taxation of interstate commerce. 11p. '33 Urbana, Ill., Univ. of Ill. pap., .25

Dodd, Paul A.
Financial policies in the aviation industry. 241p. (3p. bibl.) diagrs. O c. [Los Angeles, Author, c/o Univ. of Cal.] 3.00; pap., 2.25

Dorrance, George Morris and Shirazy, Enayat
The operative story of cleft palate. 564p. (bibl.) il. O '33 Phil., Saunders 6.50

Dukes, Ashley **Dr**
The fountain-head; a play in three acts. 63p. O (French's standard lib. ed.) c. '28 N. Y., S. French pap., .75

Dr
The man with a load of mischief; a comedy in three acts; rev. ed. 65p. O (French's standard lib. ed.) c. '24, '30 N. Y., S. French pap., .75

Dr
Matchmaker's arms; a comedy in three acts. 64p. O (French's standard lib. ed.) c. '31 N. Y., S. French pap., .75

Dr
Ulenspiegel; a legend in seven scenes. 57p. O (French's standard lib. ed.) c. '26, '31 N. Y., S. French pap., .75

Dutton, Lewis **Ju**
"Rags, M.D." 95p. il. (pt. col.) O ['33] N. Y., Warne bds., 1.00
Two irrepressible puppies meet with many scrapes and disasters, in this story for small children.

Edginton, May [Mrs. Francis Evans Baily] **Fi**
I like you so much. 256p. D [c. '33] N. Y., Macaulay 2.00
Young Barney Pierce, bored and wealthy, believes that Gold Franklyn, girl of the slums, could bring him real love, and to test her, gets her a job as companion to a selfish woman on a pleasure cruise, then books a passage for himself.

Edwards, Maldwyn **Bi**
John Wesley and the eighteenth century. 220p. (12p. bibl.) D ['33] N. Y., Abingdon 1.50
A study of his social and political influence.

Eisen, Gustavus Augustus
The Great Chalice of Antioch. 22p. il. (col. front.), diagr. F '33 N. Y., F. Kouchakji, 350 Park Ave. buck., 2.50

Erleigh, Viscount **Hi**
The South Sea Bubble. 176p. (bibl.) il. D ("Great occasions") c. N. Y., Putnam 1.50
The story of the great South Sea Company and its attendant frauds and financial speculation, in early 18th century England.

Fagerstrom, William Henry
Mathematical facts and processes prerequisite to the study of calculus. 75p. O (Contribs. to educ., no. 572) c. N. Y., Teachers Coll., Columbia Univ. 1.50

Fairbank, Mrs. Janet Ayer **Fi**
The Smiths [new ed.]. 441p. D '33, c. '25 Bost., Houghton 2.50
Formerly published by Bobbs-Merrill.

Ferguson, John Alexander **Fi**
Night in Glengyle. 293p. D c. N. Y., Dodd, Mead 2.00
Alec Maitland takes on a secret job for the British government and encounters intrigue and danger.

Fishback, Margaret **Po**
Out of my head; verses. 128p. D [c. '33] N. Y., Dutton 2.00
Modern and lively poems, many of which have appeared in *The New Yorker* and other magazines.

Flack, Marjorie **Ju**
The story about Ping; [il.] by Kurt Wiese. no p. il. (col.) O c. '33 [N. Y.], Viking bds., 1.00
The adventures of a Peking duckling on a houseboat on the Yangtze River, told in picture and text for small children.

Freeman, Graydon La Verne and Freeman, Ruth Sunderlin
The child and his picture book; a discussion of the preferences of the nursery child. 102p. (3p. bibl.) il., diagrs. O '33 Chic., Northwestern Univ. Press 1.25

Fulford, Roger **Bi**
The wicked uncles; the father of Queen Victoria and his brothers. 320p. (6p. bibl.) il. (pors.) O c. N. Y., Putnam buck., 3.00
The lives of the six younger sons of George III, the father and uncles of Queen Victoria, for whom the author puts up a good defense against the many criticisms that have been aimed at their extravagant behavior.

Ga'g, Wanda **Ju**
The A B C bunny. no p. il. F c. N. Y., Coward-McCann bds., 2.00
An alphabet book, telling the adventures of a bunny. An ABC song is printed on the endpapers.

Gale, Zona [Mrs. William Llywelyn Breese] **Fi**
Old-fashioned tales. 358p. D '33, c. '23-'33 N. Y., Appleton-Century 2.50
Stories of character and manners in modern America.

Gall, Alice Crew and Crew, Fleming H. **Ju**
Ringtail; il. by James Reid. 119p. il. (pt. col.) O [c. '33] N. Y., Oxford 1.50
The adventures of a young raccoon and his family from early spring to late autumn.

Galsworthy, John **Fi**
The Forsyte saga; memorial ed.; preface by Ada Galsworthy. 941p. front. (por.) O '33, c. '06-'33 N. Y., Scribner 3.00

Gessner, Robert **Fi**
Broken arrow. 280p. D [c. '33] N. Y., Farrar & Rinehart 2.00
The tragic love story of a modern American Indian who tried to break away from his inheritance and found that he could not adjust himself either to half-breeds or white people.

Gillet, A. F.
Valuable hints to inventors. 99p. D [c. '33] Wash., D. C., Inventors Pub. Co. 1.00
A guide to help the common inventor with his problems.

Gold falcon (The), or, The haggard of love. **Fi**
415p. D c. N. Y., Smith & Haas 2.50
This anonymous novel concerning the adventures of Manfred, English airman and poet, in America, contains many characters that English readers claim to identify with real people.

Goldberg, Ben Zion
The sacred fire; the story of sex in religion. 401p. (6p. bibl.) il., diagrs. O (Star b'ks) [c. '30] Garden City, N. Y., Garden City Pub. Co. 1.00

Evans, Lawrence Boyd
Cases on American constitutional law; 3rd ed. by Archibald H. Throckmorton. 1304p. Q (Nat'l case b'k ser.) '33 Chic., Callaghan & Co. 5.50

Farmer, Harvey, D.D.
Waiting upon God. 32p. '33 Chic., Bible Inst.-Colportage Ass'n pap., .25

[Farmer, Weston, ed.]
How to build twenty boats; a manual of boat designs. 145p. il., diagrs. O c. '33 Minneapolis, Fawcett Pub'ns pap., .50

Gemant, Andreas
Liquid dielectrics; tr. by Vladimir Karapetoff. 185p. (bibl.) O (Nat'l Research Council ser., monograph no. 2) '33 N. Y., Wiley 3.00

Grahame, Kenneth Ju
The wind in the willows; il. by Ernest H. Shepard. 312p. il., map D '33, c. '08-'33 N. Y., Scribner 1.00

Granik, S. Theodore, ed.
WOR Forum handbook; foreword by Robert F. Wagner. 295p. O [c. '33] N. Y., Falcon Press 3.00
Fifteen debates on timely topics by outstanding leaders of public opinion which were broadcast on the WOR Forum hour.

Grant, Capt. George H. Ju
The half deck; il. by Gordon Grant. 326p. il. O c. Bost., Little, Brown 2.00
The authentic story of a fourteen-year-old boy's first years at sea. For older boys.

Greene, William Chase Hi
The achievement of Rome; a chapter in civilization. 577p. il. O '33 Cambridge, Mass., Harvard 4.50

Grey, Katharine Ju
Hills of gold. 348p. il., map O c. Bost., Little, Brown 2.00
A story of the early days of the gold craze in California, with some of the characters from the author's "Rolling Wheels."

Gruenberg, Mrs. Sidonie Matsner and Gruenberg, Benjamin Charles
Parents, children, and money; learning to spend, save, and earn. 231p. (bibl.) O c. N. Y., Viking 1.75
A guide for parents, teachers and social workers on the orientation of children in relation to money.

Guttmacher, Alan Frank and Rand, Ellery
Life in the making. 309p. (3p. bibl.) il., diagrs. O c. N. Y., Viking 2.75
The story of human procreation.

Hader, Berta [Mrs. Elmer Hader], and Hader, Elmer Ju
Whiffy McMann. no p. il. (pt. col.) sq. S [c. '33] N. Y., Oxford bds., .75
Jane and Whiffy, a kitten, have many exciting adventures. A picture book for small children.

Hamilton, Patrick Dr
Rope (Rope's end); a play in three acts. 86p. D (French's standard lib. ed.) c. '29 N. Y., S. French pap., .75

Hanson, Lida Siboni Ju
Eric the Red. 252p. (bibl. note) il. (col. front.), map D c. Garden City, N. Y., Doubleday 1.75
A story for older boys and girls about Eric the Red, an early Norse explorer, father of Leif the Lucky.

Hatch, Richard Warren Fi
Leave the salt earth. 345p. D (The Bradfords, b'k 2) [c. '33] N. Y., Covici, Friede 2.25
A second novel about a New England family, showing them at a turning point, when the great seafaring and farming days of New England are over, and industrialism is becoming important.

Hiss, John Martin, M.D.
New feet for old. 162p. il., diagrs. D c. Garden City, N. Y., Doubleday 2.00
A simple statement of some recent and highly cheering discoveries concerning common foot disorders, their cause and cure, for the mutual use of physicians and patients.

Holme, Charles Geoffrey, ed. Ar
Modern photography; The Studio photography annual, 1933-4. 128p. il. Q '33 N. Y., Studio Pub'ns 4.50; pap., 3.50
Examples of the latest trends in photographic art.

Houghton, Claude, pseud. [Claude Houghton Oldfield] Fi
Julian Grant loses his way. 357p. D c. Garden City, N. Y., Doubleday 2.50
The story of a man in search of his past, of Julian Grant, looking back over the wreckage of his love-strewn life.

Howe, Henry
The diary of a circuit rider; ed. by Jessie Howe Nebelthau. 157p. il., map D c. Minneapolis, Voyageur Press, 506 Fifth Ave., S. 2.00
Excerpts from the notes of a circuit rider, made while traveling in southern Wisconsin between the years 1864 and 1868 as a missionary of the Disciples of Christ.

Hughes, Ray Osgood
Building citizenship; 1v. ed. 775p. il., diagrs. D [c. '33] Bost., Allyn & Bacon 1.60
A text-book in citizenship; community civics, economic civics, vocational civics; rev. ed. 815p. (4p. bibl.) il., diagrs. D [c. '33] Bost., Allyn & Bacon 1.60

Huntington, W. Chapin
The homesick million; Russia-out-of-Russia. 313p. il. O [c. '33] Bost., Stratford 3.00
An account of the life of some of the million Russian refugees scattered throughout the world as a result of the Russian Revolution. The author was formerly an attaché of the American Embassy in Petrograd.

Hutchings, Mrs. Emily Grant
Where do we go from here? the journey of life. 306p. D c. N. Y., Putnam 2.50
A well known psychic investigator, satisfied as to the survival of mind and personality after death, tells something about this life after death.

Green, Paul Martin
General Motors Corporation; a study in corporate consolidation and finance. 15p. '33 Urbana, Ill., Univ. of Ill. pap., .30

Griffith, J. P. Crozer, M.D. and Mitchell, A. Graeme, M.D.
The diseases of infants and children. 1155p. il. '33 Phil., Saunders 10.00

Hawkins, Charles Augustine
United States bankruptcy act of March 3rd, 1933; provisions for relief of debtors, with indices and side notations for ready reference. 64p. D [c. '33] York, Pa., Whittier Press 1.00

Heeg, Rev. Aloysius J.
Jesus and I; written with pictures for little children who want to know the things that Jesus did and how they should come to Him in holy communion. 72p. il. (col.) S c. '33 Chic., Loyola Univ. Press .60; pap., .40

[Hendry, Donald, comp.]
Technical books of 1932; a selection. 27p. S '33 B'klyn, N. Y., Pratt Inst. Free Lib. pap., app.

Henry, Freddie Elizabeth
The small church at work for children. 125p. (bibl.) S [c. '33] Nashville, Cokesbury Press pap., .35

Howald, Ernst
Gottfried Keller: Schweizer, Deutscher Dichter, Weltburger; eine historischbiographische Betrachtung. 111p. O '33 N. Y., G. E. Stechert bds., 1.25

Howell, William H., M.D.
A text-book of physiology; 12th rev. ed. 1132p. il. '33 Phil., Saunders 7.00

Huxley, Aldous Leonard
Retrospect; an omnibus of Aldous Huxley's books. various p. D '33, c. '21-'33 Garden City, N. Y., Doubleday 2.50
An omnibus volume which contains two novels, "Brave New World" and "Crome Yellow," essays, short stories, "Leda" and other poems.

Irving, Washington **Ju**
Rip Van Winkle; il. by Victor Perard. 127p. O c. N. Y., Stokes 1.25

Ivanov, Vsevolod **★ Dr**
Armoured train 14-69; a play in eight scenes, tr. from the Russian by Gibson-Cowan and A. T. K. Grant. 67p. D ['33] N. Y., Internat'l Publishers .75
A play based on an episode of the Civil War in Siberia.

James, Philip
Children's books of yesterday; ed. by C. Geoffrey Holme. 128p. (bibl.) il. (pt. col.) Q '33 N. Y., Studio Pub'ns 4.50; pap., 3.50
Pictures of children's books and illustrations from them which show their whole history, in England. With captions and an introduction.

Kearney, Paul William **Ju**
Strange fishes, and their strange neighbors. 66p. il. O c. Garden City, N. Y., Doubleday bds., 1.25
The young reader is taken fishing at night with a camera in New York's Aquarium.

Kenyon, Bernice Lesbia **Po**
Meridian; poems, 1923-1932. 77p. O '33, c. '23-'33 N. Y., Scribner 2.00
Lyric poems by the author of "Songs of Unrest."

Kester, Roy B.
Accounting theory and practice; advanced accounting; 3rd rev. ed. 865p. D '33 N. Y., Ronald Press 4.50

Keyes, Michael **Fi**
The dead parrot. 312p. D (Crime club) c. Garden City, N. Y., Doubleday 2.00
Terror on a private yacht in southern waters, with an unknown murderer aboard.

King, Horace W. and Wisler, Chester O.
Hydraulics; 3rd ed. 292p. O '33 N. Y., Wiley 2.75

Knapp, George Leonard **Ju**
Uncle Sam's government at Washington. 294p. il. D c. N. Y., Dodd, Mead 2.00
A complete picture of our government and the city in which it works, for young people.

Kobayashi, Takiji [and others] **★ Fi**
The cannery boat, and other Japanese short stories. 276p. D ['33] N. Y., Internat'l Publishers 1.50
Stories representative of the proletarian literary movement in Japan.

Lamprey, Louise **Ju**
All the ways of building. 318p. il., maps diagrs. O c. N. Y., Macmillan 3.50
An informative study of architecture and its progress through the ages, for boys and girls.

Lansing, Marion Florence **Ju**
Man's long climb. 154p. il. O c. Bost., Little, Brown 1.75
Stories of mankind's early history which explain for children how many of the objects and methods we use every day first became known.

Lawrence, Ann **Fi**
Private lessons. 254p. D c. N. Y., Godwin 2.00
The romance and adventures of Robert Nicholls and Marion Carver who started a private dance studio.

Lawyer and the public (The); ed. by the Council on Legal Education and Admissions to the Bar of the American Bar Association. various p. O [c. '33] Chic., Univ. of Chic. Press pap., 1.00
A collection of fifteen discussions on legal matters formerly published separately as pamphlets in the Law Series sponsored by the National Advisory Council on Radio in Education.

Lea, Fanny Heaslip **Fi**
Summer people. 237p. D c. N. Y., Dodd, Mead 2.00
Mystery and romance among some "summer people" on the Maine coast.

Leach, William Herman, ed.
The Cokesbury marriage manual. 159p. (5p. bibl.) T [c. '33] Nashville, Cokesbury Press flex. lea. cl., 1.00
Includes the marriage services of the various Protestant denominations, a discussion of the relation of the minister to those he marries, and the marriage laws of the forty-eight States.

Lemert, Ben F.
The cotton textile industry of the southern Appalachian Piedmont. 202p. (6p. bibl.) maps, diagrs. O c. Chapel Hill, N. C., Univ. of N. C. Press 2.50

Lindsay, J. Armour
Annual and semi-annual promotion; with special reference to the elementary school. 177p. (bibls.) O (Contribs. to educ., no. 570) c. N. Y., Teachers Coll., Columbia Univ. 1.75

Index to Shih Shuo Hsin Yü. 72p. O (Harvard-Yenching Inst., sinological index ser., no. 12) '33 Cambridge, Mass., Harvard pap., .50

Keener, William Albert.
Cases on the law of contracts; 3rd ed. by I. Maurice Wormser and John F. X. Finn. 890p. (bibl.) O '33 N. Y., Baker, Voorhis & Co. lea. cl., 6.50

Kerr, Sophie.
"They're none of them perfect"; a comedy in one act. 18p. diagrs. D c. '33 N. Y., S. French pap., .35

Korovine, Eugene A.
The U. S. S. R. and disarmament. 70p. (bibl. footnotes) D (Internat'l concilation, no. 292) '33 N. Y., Carnegie Endowment for Internat'l Peace pap., .05

Lewis, E. E. and others
A primer of the New Deal; a friendly but nonpartisan interpretation of the measures adopted by the Roosevelt administration. 64p. il., map, diagrs. Q c. '33 Columbus, O., Amer. Educ. Press pap., .25

Littleton, J. T. and Morey, G. W.
Electrical properties of glass. 184p. O (Nat'l Research Council ser., monograph no. 3) '33 N. Y., Wiley 3.00

Lockling, William Bruce
Recent developments in the theory of the foreign exchanges. 8p. '33 Urbana, Ill., Univ. of Ill. pap., .25

Lost word puzzle (The); a new game to test your memory and add to your knowledge of the great thoughts of all time. 61p. O '33 N. Y., Funk & Wagnalls pap., .15

Love, Cornelia Spencer
Other people's lives, third series, 1932-1933. 51p. (bibl.) O (Univ. of N. C. Ext. bull., v. 13, no. 2) c. Chapel Hill, N. C., Univ. of N. C. Press pap., .50

Magnuson, Paul Budd
Fractures. 466p. il. O [c. '33] Phil., Lippincott 5.00

Lorwin, Lewis Levitzki and Flexner, Jean Atherton
The American Federation of Labor; history, policies and prospects. 592p. (7p. bibl.) D (Inst. of Economics pub'n no. 50) '33 Wash., D. C., Brookings Inst. 2.75

Lutz, Edwin George Ar
Practical engraving and etching [il. by the author]. 256p. il., diagrs. D c. N. Y., Scribner bds., 2.00
A book of instruction in the art of making linoleum blocks, wood-engravings, woodcuts made on the plank, etchings and aquatints.

Malkus, Mrs. Alida Sims Ju
Stone Knife Boy. 278p. il. O [c. '33] N. Y., Harcourt 2.00
The story of Chia who helped track down the cattle thieves who had been stealing from his people, the Taos Indians. For older children.

Morley, Felix, ed. Ec
The economic world today. various p. O [c. '33] Chic., Univ. of Chic. Press pap., 1.00
A collection of twenty-nine economic discussions originally published separately in the National Advisory Council on Radio in Education series.

Moses, Belle Ju
Franklin Delano Roosevelt, the minute man of '33. 210p. il. (pors.) D c. N. Y., Appleton-Century 1.75
A biography of the President for boys and girls. The author has had the cooperation of the Roosevelt family in writing it.

Moyer, James Ambrose and Fittz, Raymond U.
Air conditioning. 398p. (bibl. footnotes) il., diagrs. O c. N. Y., McGraw-Hill 4.00
A guide for engineers on modern air conditioning practices and equipment.

Norris, Kathleen Thompson [Mrs. Charles Gilman Norris] Fi
The angel in the house. 343p. D c. Garden City, N. Y., Doubleday 2.00
The story of Lee Fargo, a lovely, young widow, who loved, and was loved by a man ten years younger —and then Angel, her eighteen-year-old daughter, returned from Paris and upset their happiness.

Orbison, Thomas J.
Children, Inc.; the post-war "administration" of the whole child life of one Baltic state in its critical period; a factual narrative [foreword by Herbert Hoover]. 294p. il. D [c. '33] Bost., Stratford 2.00
An account of the author's relief work in Latvia for two years after the World War as chief of that section of the Childfund of the American Relief Administration.

Orleans, Ilo Ju
Father gander. no p. il. O [c. '33] [N. Y., Kendall] 2.00
A new diary with verses and pictures for children by the author of "Funday."

Osborn, Loran David and Neumeyer, Martin Henry
The community and society; an introduction to sociology. 478p. (bibls.) O (Amer. sociology ser.) [c. '33] N. Y., Amer. B'k 3.50

Osterweis, Rollin Bi
Judah P. Benjamin, statesman of the lost cause. 205p. (bibl.) il. D c. N. Y., Putnam buck., 3.00
The life of the Louisiana lawyer, senator and Confederate Secretary of State, known as "the brains of the Confederacy."

Palmer, Stuart Fi
The puzzle of the pepper tree. 308p. il., map D (Crime club) c. Garden City, N. Y., Doubleday 2.00
Hildegarde Withers, the school-teacher detective, solves the mystery of the man murdered on the airplane that flies between the California mainland and Catalina Island.

Phelps, Edith May, ed.
University debaters' annual; constructive and rebuttal speeches delivered in debates of American colleges and universities during the college year, 1932-1933. 393p. (bibls.) D '33 N. Y., H. W. Wilson 2.25

Polakov, Walter Nicholas Ec
The power age, its quest and challenge. 247p. (bibl. footnotes) diagrs. D c. N. Y., Covici, Friede 2.00
The author points out that the Machine Age is dead and that the world must adjust itself to a new Power Age and must realize its great potentialities.

"Pop-up" Mickey Mouse (The); story Ju
and il. by the staff of the Walt Disney Studios. no p. il. (pt. col.) O [c. '33] N. Y., Blue Ribbon B'ks bds., .75
The adventures of Mickey and Minnie Mouse with the circus, with "pop-up," three-dimensional, colored illustrations.

"Pop-up" Minnie Mouse (The); story Ju
and il. by the staff of the Walt Disney Studios. no p. il. (pt. col.) O [c. '33] N. Y., Blue Ribbon B'ks bds., .75
Further adventures of Minnie and Mickey, with the "pop-up" illustrations.

Post, Augustus
Skycraft; new ed. 308p. il., map, diagrs. O [c. '30, '33] N. Y., Oxford 1.50

Powell, Orrin E.
Educational returns at varying expenditure levels; a basis for relating expenditures to outcomes in education. 63p. (bibl. footnotes) O (Contribs. to educ., no. 573) c. N. Y., Teachers Coll., Columbia Univ. 1.50

Pryor, William Clayton Ju
The train book; a photographic picture-book with a story 106p. il. O [c. '33] N. Y., Harcourt 1.00
What Bill and Sister saw and did on their first overnight train journey. Tells children about train operation as well as passenger travel.

Quick, Oliver Chase Re
The gospel of divine action. 143p. (bibl. footnotes) D [c. '33] N. Y., Dutton 1.50
Interpreting essential principles in Christian life, the existence of a powerful, forceful God.

Quinn, Vernon [Capini Vequin, pseud.] Ju
Card games for children. 189p. il. D c. N. Y., Stokes 1.00
More than fifty widely varied games for home and parties.

Mayer, Robert Wallace
Trading on the equity of public utility operating companies. 11p. '33 Urbana, Ill., Univ. of Ill. pap., .25

Mayo Foundation lectures on the history of medicine, 1926-1932. 516p. il. '33 Phil., Saunders 5.00

Munro, Donald Farnham
Nature-feeling in modern German poetry. 12p. '33 Urbana, Ill., Univ. of Ill. pap., .25

Pearson, James Larkin
Fifty acres, and other poems. 44p. T '33 Wilkesboro, N. C., Pearson Pub. Co. pap., .25

Reed, Thomas Harrison, ed.
Government in a depression; constructive economy in state and local government. various p. O [c. '33] Chic., Univ. of Chic. Press pap., 1.00
A collection of the pamphlets originally published separately as the Government Lecture Series of the National Advisory Council on Radio in Education.

Legislature and legislative problems. various p. O [c. '33] Chic., Univ. of Chic. Press pap., 1.00
Originally published as twenty-four separate pamphlets in the National Advisory Council on Radio in Education series.

Robertson, Eileen Arbuthnot [Mrs. Henry Ernest Turner] Fi
Ordinary families; a novel. 342p. D c. Garden City, N. Y., Doubleday 2.50
The amusing and tragic undercurrents of ordinary family life are seen through Lallie's eyes. The scene is an English sea-coast town.

Robinson, Edwin Arlington Po
Talifer. 98p. D c. N. Y., Macmillan 1.75; lim., signed ed., 7.50
A narrative poem about the reactions of four people to an emotional crisis, by a distinguished American poet.

Ross, Barnaby, pseud. Fi
Drury Lane's last case; the tragedy of 1599; a Drury Lane mystery. 314p. D c. N. Y., Viking 2.00
The clues in this detective story, which completes the tetralogy featuring Drury Lane, Shakespearian actor and detective, lead back over three centuries.

Royde-Smith, Naomi Gwladys [Mrs. Ernest Milton] Bi
Portrait of Mrs. Siddons; a study in four parts. 314p. il. O c. N. Y., Viking 3.00
A biographical portrait of Sarah Siddons, the famous tragic actress whose portrait was painted by Sir Joshua Reynolds, Gilbert Stuart, Gainsborough and Sir Thomas Lawrence.

Sanford, Mrs. Anne Putnam, comp. Dr
Lincoln plays. 249p. D c. N. Y., Dodd, Mead 2.50
Thirteen plays dealing with the life and character of Abraham Lincoln, for juvenile production.

Santayana, George
Some turns of thought in modern philosophy; five essays. 121p. D '33 N. Y., Scribner 1.75
Essays on the philosophies of Locke, Bradley, Freud, Benda, and one on modern science.

Sayers, Dorothy Leigh [Mrs. Atherton Fleming] Fi
Hangman's holiday. 282p. D [c. '33] N. Y., Harcourt 2.00
Stories of crime and detection, some of them featuring Lord Peter Wimsey and a new detective, Mr. Montagu Egg.

Scarre, A. M.
An introduction to liturgical Latin. 208p. D '33 Bost., Bruce Humphries 2.00

Schmidt, Charles Christian
Nature study and agriculture; rev. 516p. il. D [c. '33] Bost., Heath 1.80

Schrank, Joseph Ju
Seldom and the golden cheese; il. by Gustaf Tenggren. 167p. il. (col. front.) O c. N. Y., Dodd, Mead 2.00
A fairy story which combines humor, philosophy and satire.

Schopenhauer, Arthur ★
The works of Schopenhauer; abridged, ed. by Will Durant [tr. from the German]. 557p. (bibl. footnotes) O (Star b'ks) [c. '28] Garden City, N. Y., Garden City Pub. Co. 1.00

Seaman, Augusta Huiell [Mrs. Robert Reece Seaman] Ju
The mystery of the empty room. 315p. front. (col.) D c. Garden City, N. Y., Doubleday 1.75
Seventeen-year-old Lois and her young sister find a mystery in the house in southern New Jersey where they go to live.

Sibson, Francis H. Fi
Unthinkable. 352p. D c. [N. Y.], Smith & Haas 2.00
A novel of mystery and adventure in southern oceans.

Simpson, Helen De Guerry Hi
The Spanish marriage. 175p. (bibl.) il. D ("Great occasions") c. N. Y., Putnam 1.50
An account of the effects upon other people and upon the religion and politics of England of Mary Tudor's determination to marry Phillip of Spain.

Sitwell, Edith Bi
The English eccentrics. 332p. il. O '33 Bost., Houghton 4.00
A gallery of English eccentrics of days gone by who were noted for their idiosyncrasies which are herein described.

Snook, Lee Owen, ed. Dr
Comedies seven; new non-royalty plays for general community use. 160p. D [c. '33] Evanston, Ill., Row, Peterson 1.50

Snowden, Nicholas (Miklós Soltész)
Memoirs of a spy; adventures along the eastern fronts. 348p. front. (por.) O c. N. Y., Scribner 2.75
The experiences of the author as an Austro-Hungarian spy during the World War.

Spofford, Barbara Ju
The friendly shepherdess; il. by the author. no p. il. (col.) D c. Bost., Little, Brown bds., 1.25
The story of a shepherdess who made friends with the wolves, told for little children.

Steel, Anthony
Jorrocks's England. 322p. il. (pt. col.) D [n.d.] N. Y., Dutton 2.50
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Schreiber, William Ildephonse
The social elements of the humanistic school-dialogues of the fifteenth and sixteenth centuries. 12p. '33 Urbana, Ill., Univ. of Ill. pap., .25

Smith, Dora V.
Instruction in English. 95p. (bibl. footnotes) il. (Office of Educ., bull. 1932, no. 17; Nat'l Survey of Educ. monograph no. 20) '33 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap., .10

Stevenson, James Anne
Surveying; a brief text. 190p. il., maps, diagrs. O c. '33 Ann Arbor, Mich., Edwards Bros. pap., 2.57

Stock, Harry Thomas
A program guide for young people. 57p. (bibls.) D [c. '33] Bost., Pilgrim Press pap., .25

Strout, Donald Everett
The latent Greek element in the technical vocabulary of Donatus. 15p. '33 Urbana, Ill., Univ. of Ill. pap., .30

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Strachey, Richard Fi
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Sylvester, Harry Fi
Big football man. 310p. D [c. '33] N. Y., Farrar & Rinehart 2.00
A story of American college football and of "Bat" Sebastian who wanted to be a great athlete and went from college to college looking for the ideal team and the ideal coach.

Tanner, William Maddux, ed.
Essays and essay-writing; new ed. 388p. D '33 Bost., Little, Brown 1.00

Tarbell, Ida Minerva
The history of the Standard Oil Company; 2vs. in 1. 845p. il., diagrs. O '33, c. '02-'04 N. Y., Macmillan 5.00

Tattersall, C. E. C.
A history of British carpets, from the introduction of the craft until the present day. 300p. il. (pt. col.) F '33 N. Y., Marmor B'k and Art Shop, 1230 6th Ave. 13.50

Thomas, Lowell Jackson Ju
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A textbook for a course in sales management, by a professor of marketing in the Harvard Graduate School of Business Administration.

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A chipmunk tells about his exciting life in his own words.

Victorin, Captain Harold ★ Ju
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A story for boys about an international air race around the world.

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Footnote to youth; tales of the Philippines, and others; introd. by Edward J. O'Brien. 331p. D c. N. Y., Scribner 2.50
Stories of the author's native Philippines and autobiographical stories of America.

Warshow, Robert Irving Bi
Alexander Hamilton, first American business man. 251p. (4p. bibl.) front. (por.) O (Star b'ks) [c. '31] Garden City, N. Y., Garden City Pub. Co. 1.00

Weber, Mrs. Lenora Mattingly Fi
Mr. Gold and her Neighborhood House. 286p. D '33, c. '30-'33 Bost., Little, Brown 2.00
The romance of Marigold Brown, known as "Mr. Gold" to the youngsters of the Globeville Neighborhood House, and "Big Doc," the settlement house physician.

Welles, Winifred Po
Blossoming antlers. 58p. D c. N. Y., Viking bds., 1.50
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Men and women of the French Revolution. 429p. (3p. bibl.) il. (pors.) O '33 N. Y., Viking 3.75
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Coeur de Lion. 180p. (bibl. footnotes) il. D (Appleton biographies) c. N. Y., Appleton-Century 1.50
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Willis, John
The parliamentary powers of English government departments. 220p. O (Harvard studies in administrative law, 4) '33 Cambridge, Mass., Harvard 3.50

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Hudson River landings. 311p. il., maps O [c. '33] Ind., Bobbs-Merrill 3.75
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Poor splendid wings; the Rossettis and their circle. 425p. (12p. bibl.) il. O (Atlantic Mo. Press pub'n) c. Bost., Little, Brown 3.50
A biographical narrative of the men and women who led the Pre-Raphaelite movement against the art of Victorian England. The winner of the Atlantic Monthly Press—Little, Brown & Co. prize offered for the most interesting unpublished work of non-fiction.

Woodsmall, Ruth Frances
Eastern women, today and tomorrow. 239p. il. D '33 Bost., Central Committee on United Study of Foreign Missions, 186 Massachusetts Ave. 1.00; pap., .50

Worthington, Marjorie Muir Fi
"Scarlet Josephine." 244p. D c. N. Y., Knopf 2.00
A portrait of Ellen, a quiet, spinsterish young woman whose private thoughts and opinions were singularly uninhibited and modern. Her novel, "Scarlet Josephine," about an international prostitute, met with success and turned her away from her sedate life in the Connecticut village.

Tascher, Harold
American foreign policy to the selection of the transisthmian canal route. 11p. '33 Urbana, Ill., Univ. of Ill. pap., .25

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Choosing an occupation; vocational civics; rev. ed. 360p. (bibls.) il., diagrs. D [c. '33] Phil., Winston 1.20

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OLD & RARE BOOKS

FREDERICK M. HOPKINS

SEVERAL LETTERS received from rare book dealers in different sections, all similar in tone, bring reports of greater interest among collectors and improved sales. There is no doubt that there is a better feeling in the rare book trade. English dealers are looking forward to greater sales among American buyers, and conditions that improve foreign trade with us ought and undoubtedly will be felt in the American book shops. Book sales in American auction rooms will start next month. Collectors, who spent their vacation in Europe and are now returning home, report the purchase of many rarities. Prices have been more favorable this summer than for a long time, but since the Lord Rosebery sale they have shown a tendency to advance.

THE LONDON *Times*, in discussing the depression in the antiquarian book trade in America and England, says: "One phenomenon which cannot be over-emphasized is that, while the general level of prices has fallen very considerably in the past four years, the slump has had the effect of killing book-speculation, while to some extent stabilizing legitimate book-collecting. 'It is agreeable to observe,' an English bookseller prefaces a recent catalog, 'that outstanding books have held their ground, and that the right books in the right state have suffered little in value.' If by 'holding their ground' is meant that the prices of such collected books as were not mere monetary 'high spots' have settled to something like their normal pre-boom level, then the statement is, with possible reservations, true. And very few dealers, at least on this side of the Atlantic, and no collectors except a few who were the least wise and consequently the most hard hit, can desire the return of the fantastic prices of the boom years." We believe that the attitude of the conservative rare book trade and discriminating collectors in England, in regard to boom prices, as stated by the London *Times*, is quite as generally held by the same class of dealers and collectors in this country.

GEORGE A. PLIMPTON, president of the Amherst Corporation, has just returned from an annual visit to Europe. He brought with him a collection of books and manuscripts to add to his library. In an interview Mr. Plimpton said: "Last year I succeeded in obtaining the manuscript written by Professor Alcuin for the Emperor Charlemagne in 800, including the French Educator and the alphabet. This year I was fortunate enough to secure the copy of a manuscript by one of Alcuin's pupils, Rabinos Maurus, who studied under him at Tours. The original was written in 850 and deals with the history of France, the Popes, Rome and the lives of the Emperors. What Alcuin did for the French his pupil did for the Germans in the way of educating them in their own language. I have also brought back a copy of the early edition of the Bible printed in 1570 and one of the only two copies in existence of the early Latin grammar written by Donatus." Mr. Plimpton also obtained early manuscripts in Anglo-Saxon, Gaelic, Welsh and Irish and one of the "Romance of the Rose," written in the tenth century in French.

One of the first fall American booksellers' catalogs to reach us comes from Dawson's Book Shop, of Los Angeles, Calif. It includes modern first editions, art books, old English editions, California and the West, fore-edge paintings, rare old engravings, choice sets, books with colored plates, manuscripts, and early and modern fine presses. In a foreword Mr. Dawson says: "Has the wind veered in the book business? What better indication could there be than the recent important sales held in London where prices most certainly show a definite comeback. Yes, decidedly there is a slight breeze 'the other way;' it should be a splendid warning to book collectors to buy and buy quickly while there are exceptionally fine items to be obtained at amazingly low prices." The rise in prices in England will be felt quickly here because of foreign exchange. The dollar is no longer at a premium; on the other hand the depreciation of the dollar is such that in itself it amounts to a substantial advance in costs calculated in United States money.

Professor F. P. Wilson, one of the eminent Elizabethan scholars in England, has arrived at the Huntington Library in California in response to an invitation from the trustees of the institution to become a member of the distinguished company who will work at the library during the coming year. Professor Wilson has long been planning to prepare an edition of the non-dramatic works of the Elizabethan dramatist and pamphleteer, Thomas Dekker, and in order to do this satisfactorily it was necessary for him to consult the original editions in the Huntington Library, not available in the British Museum or elsewhere in England. The edition of Dekker's miscellaneous writings, when edited by Professor Wilson, will be published by the Clarendon Press, Oxford University, in cooperation with the Huntington Library. Professor Wilson has already won distinction for his research work in connection with Dekker's writings.

The fine library of the late James B. Wilbur relating to all phases of the history of Vermont, said to be the most important ever brought together by a private collector, has become the property of the University of Vermont and has been installed in the Fleming Museum. The university library now contains the most nearly complete collection of Vermont books and books relating to Vermont that has ever been assembled, and provision has been made to make it a consulting library for research workers on all phases of Vermont life.

A photostatic copy of the manuscript of one of the first books ever written on the American Indian has been obtained by the Bureau of American Ethnology of the Smithsonian Institution. This work, consisting of 80 printed pages and 500 pages of manuscript, was discovered in the Vatican Library by Dr. Charles H. Clark while he was seeking manuscript material bearing on early American history for the Smithsonian. The author, Vasques de Espinosa, died in Seville, Spain, in 1630, presumably while seeing the work through the press.

A large packet of unpublished letters of Lafcadio Hearn, written mainly in the early years of Hearn's literary career, has been discovered by a Detroit bookseller and will be published in a volume entitled "Letters to a Pagan." They are addressed to Countess Annetta Halliday Antona, who met Hearn in New Orleans and remained his friend until his death in Japan. The edition will be limited to 550 copies.

A few years ago the idea occurred to some one to start an alumni organization entitled "Friends of the University Library." Which university was the first to profit from this happy thought we do not remember, but among the earlier ones were Harvard, Yale and Columbia. In a comparatively short time the list of universities and colleges with such organizations has become a long one. And the work of building up these libraries by gifts of rare books, of money, bequests, and in other ways, is proceeding with enthusiasm. We shall soon see these different organizations vying with each other as to which can do the most for their alma mater. This is commendable, and we hope will continue until every university or college has its "Friends of the Library." The probable and desirable result will be that many rare books will find permanent homes where they will be well cared for and do the most good.

Aubrey Harrison Starke's "Sidney Lanier: A Biographical and Critical Study," published by the University of North Carolina Press, is receiving much favorable comment in England. A critic in the London *Times* says:

"Certainly Lanier merits the notice of posterity, not only the one poet of the South worthy to be remembered with Poe, but as one who in the period of grey discouragement struggled with exuberant faith to assert the values of a new civilization which was to take the place of the one which passed away." There has been some interest in Lanier among collectors of first editions of American authors, but in general he is one of the group of American authors which has been neglected. The revival of interest in the writings of Herman Melville had its start in England, and perhaps English critics may render the same service in awakening a new interest in Lanier.

EDWARD WAGENKNECHT, University of Washington, Seattle, Wash., writes: "I am writing a book on Mark Twain. It will be developed along the same lines as my 'Jenny Lind' (Houghton Mifflin Company, 1931), and 'The Man Charles Dickens' (Houghton Mifflin Company, 1929), and I should like to enter into correspondence with any one who may have something to contribute toward it. This might take the form of: (1) unpublished letters of Mark Twain; (2) personal reminiscences; (3) references to obscure or unindexed material in print which I might possibly miss; (4) unpublished doctor's or master's theses. I shall be grateful to university librarians and professors of American literature who will note the last item particularly. I trust that I do not need to say that I shall give proper credit to all who may assist me in this matter."

CONTINUING THEIR PUBLICATION of Blake's prophetic books in color facsimile, Dent of London will have ready this autumn a reproduction of his "Visions of the Daughters of Albion," from the illuminated copy in the British Museum, engraved and printed by Blake himself. An introductory essay has been contributed by J. Middleton Murry. Students of Blake have taken great interest in these facsimiles because they are excellently done and are the only way in which they are obtainable. Few can ever own original issues of these Blake items both because of their rarity and great value.

THE NEW YORK PUBLIC LIBRARY has placed on view in Room 322 an exhibition of illuminated manuscripts in the Spencer Collection covering a wide range of extreme rarities. There are fine manuscripts from the leading countries of Europe with the sole exception of Spain, covering a period from 1170 to 1680, more than 500 years.

Auction Calendar

FRIDAY MORNING, SEPTEMBER 29TH, AT 11. Americana, books and pamphlets, including many important and rare historical items, a selection from the library of Guy M. Walker of New York. (Sale Number 251.) Charles F. Heartman, 612 Middlesex Ave., Metuchen, N. J.

Catalogs Received

AMERICANA. (No. 136; Items 2789.) Dauber & Pine Bookshops, Inc., 66 Fifth Ave., New York City.

AMERICANA, BOOKS AND PAMPHLETS, SOME VERY SCARCE, INCLUDING SOUTHERN AND CIVIL WAR MATERIAL. (No. 158.) Montgomery Cooper, 243 N. Montgomery St., Memphis, Tenn.

AMERICAN FIRSTS. Bret-Mark Book Mart, 2070 Sutter St., San Francisco, Cal.

ASSOCIATION ITEMS, FINELY BOUND BOOKS, FIRST EDITIONS, ETC. (No. 514; Items 226.) George A. Van Nosdall, Maple, Wis.

AUTOGRAPHS, OLD HISTORICAL, TOPOGRAPHICAL AND GENEALOGICAL LETTERS AND DOCUMENTS RELATING TO PENNSYLVANIA OR TO PENNSYLVANIANA. (No. 946.) C. W. Unger, Pottsville, Pa.

BOOKS ON ARCHITECTURE AND THE ALLIED ARTS. (Items 353.) Jake Zeitlin, 705½ West Sixth Street, Los Angeles, Cal.

BOOKS ON TEXAS. (No. 4.) The Book Exchange, 3904 Speedway, Austin, Tex.

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RARE OUT-OF-PRINT AMERICANA. (No. 360.) The Shepard Book Co., 408 South State St., Salt Lake City, Utah.

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Publications of Modern Language Assoc. First Ser. Vol. 5. 1890. Even without part 1.
Lord. Relation of Mineral Composit. & Rock Struct. to Physic. Properties of Road Materials. 1916.
Bulletin. U. S. Dept. of Agriculture. 348. 1916.
Perry. Engl. Literat. in 18th Cent. N. Y. 1883.
Crozier. League of Nations: Shall It Be an Alliance or a Nation of Nations? 1919.
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Napoleon in Exile; or, A Voice from St. Helena. Barry E. O'Meara, His late Surgeon. In 2 vols. Vol. 1. 4th ed. Boston. Pub. Chas. Ewer, 51 Cornhill. Printed J. H. A. Frost. 1823.

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Henderson. Stonewall Jackson. Vol. 2. 1905 ed.
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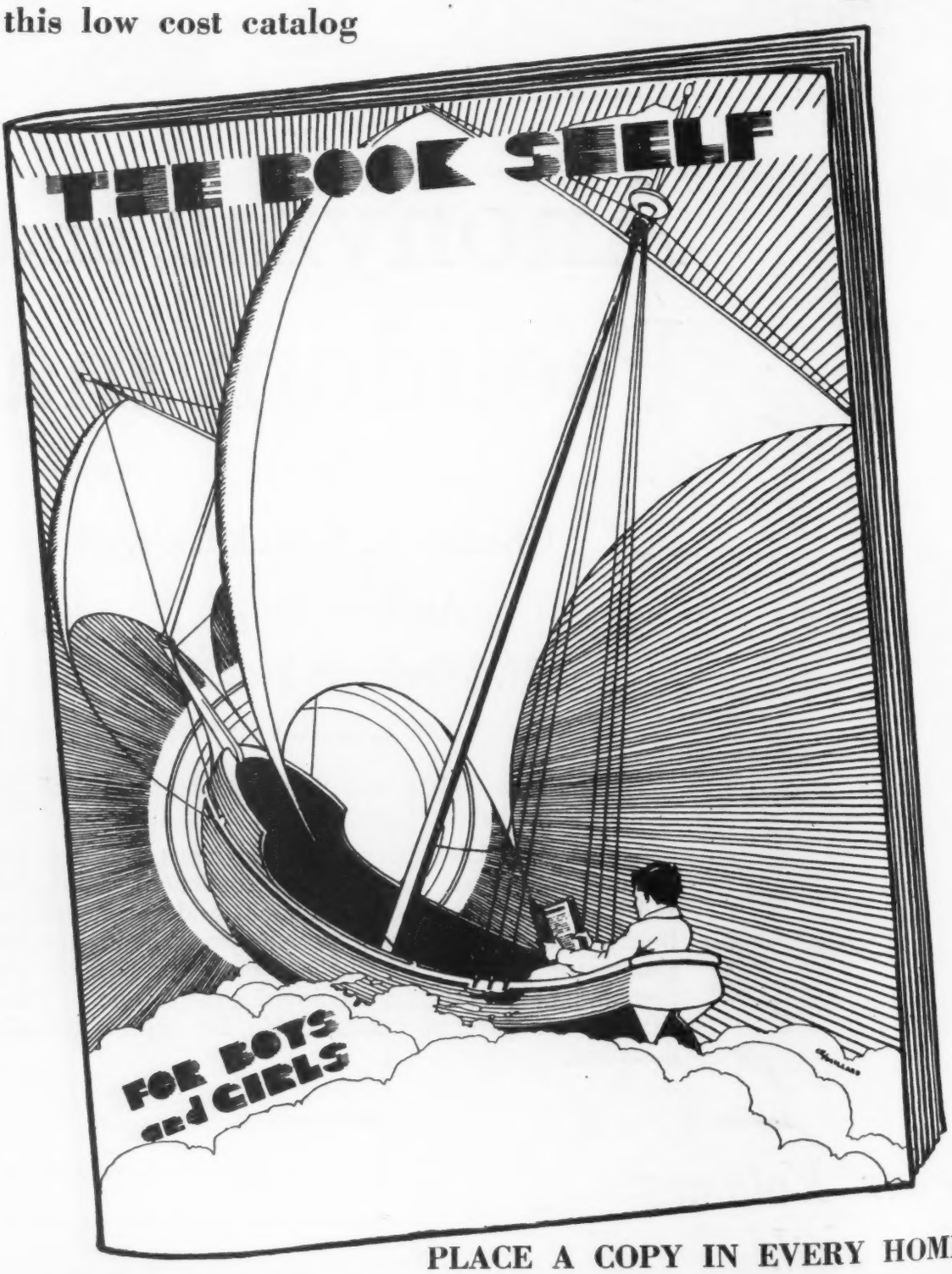

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